

# BILLBOARD MUSIC WEEK

Music-Photograph Merchandising • Radio-TV Programming • Coin Machine Opes

## PAGE ONE RECORDS


 BILLBOARD  
PAGE ONE RECORD

### SINGLES

#### ★ NATIONAL BREAKOUTS

NO BREAKOUTS THIS WEEK

#### ★ REGIONAL BREAKOUTS

These new records, not yet on *Billboard's* Hot 100, have been reported getting strong sales action by dealers in major markets listed in parentheses.

- ECHO** . . .  
Kapp 490 (Spare Rib, BM) (New York)
- MATILDA** . . .  
String-A-Longs, Dot 16393 (General, ASCAP) (Houston)
- SHE'S A TROUBLEMAKER** . . .  
Majors, Imperial 5879 (Trevi-Rittenhouse, BM) (San Francisco)

- THREE HEARTS IN A TRIANGLE** . . .  
James Brown and the Famous Flames, King 5701 (Smo, BM) (Baltimore)

- NIGHT TIME** . . .  
Fete Antell, Cameo 234 (Rago-Par, BM) (New York)

- ROAD HOG** . . .  
John D. Loundermire, RCA Victor 8101 (Acuff-Rose, BM) (Seattle)

- TELL HIM** . . .  
Exile, United Artists 544 (Mellin, BM) (Baltimore)

- ACAPULCO 1922** . . .  
Tijuana Brass, A & M 703 (Alme, ASCAP) (Washington)

- HELLO TROUBLE** . . .  
Orville Couch, Vee Jay 470 (Tyler-Edville, BM) (Dallas-Fort Worth)

- STRANGE I KNOW** . . .  
Marsellette, Tamla 54072 (Isobeta, BM) (Baltimore)

### NEW ON THE HOT 100

55. **ZIP-A-DEE-DOO-DAH** . . .  
Bob B. Soxx and the Blue Jeans, Philips 107
77. **YOU ARE MY SUNSHINE** . . .  
Ray Charles, ABC-Paramount 10375
81. **A LITTLE BIT NOW** . . .  
Miles, Imperial 5879
84. **YOUR CHEATING HEART** . . .  
Ray Charles, ABC-Paramount 10375
85. **RUBY ANN** . . .  
Marty Robbins, Columbia 42614
89. **DIDDLE-DEE-DUM** . . .  
Baltimore, Seena 501
90. **SHUTTERS AND BOARDS** . . .  
Jerry Wallace, Challenge 9171
91. **GETTING READY FOR THE HEARTBREAK** . . .  
Chuck Jackson, Wand 128
93. **MY DAD** . . .  
Paul Peterson, Colpix 663
95. **NEXT DOOR TO THE BLUES** . . .  
Etta James, Argo 5424
96. **COLD, COLD HEART** . . .  
Dinah Washington, Mercury 72040
97. **ONE MORE TOWN** . . .  
Kington Trio, Capitol 4842
98. **FIESTA** . . .  
Dave (Baby) Cortez, Emi 301
99. **BABY HAS GONE BYE BYE** . . .  
George Maharis, Epic 9555
100. **ALADDIN** . . .  
Bobby Curtola, Del-Fi 4185

### ALBUMS

#### ★ NATIONAL BREAKOUTS

MONO

- SUGAR 'N' SPICE**, Peggy Lee, Capitol T 1772
- DON'T WORRY 'BOUT ME**, Billy Eckstine, Mercury MG 20736
- THE TENDER, THE MOVING, THE SWINGIN'**, ARETHA FRANKLIN, Columbia CL 1876

STEREO

- SUGAR 'N' SPICE**, Peggy Lee, Capitol ST 1772
- WHAT KIND OF FOOL AM I & OTHER SHOW STOPPERS**, Sammy Davis Jr., Reprise RS-4051
- BY REQUEST**, Perry Como, RCA Victor LSP 2567

#### ★ NEW ACTION LP'S

Albums getting initial dealer action in major markets and have not yet hit *Billboard's* Top LP Chart.

MONO

- GOING TO THE VENTURES DANCE PARTY!**  
Dot 104 3017
- DO DIDDLE** . . .  
Checker LP 2684
- STOP THE WORLD I WANT TO GET OFF** . . .  
Original Cast, London AM 58001
- SURFIN' SAFARI** . . .  
Beach Boys, Capitol T 1108
- WHAT'S A MATTER BABY** . . .  
Timi Yuro, Liberty LRP 3263
- TRUMPET & STRINGS** . . .  
Al Hirt, RCA Victor LPM 2584
- EARL GRANT AT BASIN STREET EAST** . . .  
Decca DL 4299
- DO YOU LOVE ME** . . .  
Cortinas, Gordy 901
- DINO LATINO** . . .  
Dean Martin, Reprise B 6054
- LET'S TALK ABOUT LOVE** . . .  
Joania Sommers, Warner Bros. W 1474
- ONLY LOVE CAN BREAK A HEART** . . .  
Gene Pitney, Mercury MM 2083
- VLADIMIR HOROWITZ** . . .  
Columbia CL 5771
- ANYTHING GOES** . . .  
Original Cast, Epic JLM 13100
- COMING ATTRACTION, LIVE!** . . .  
Journemen, Capitol T 1710
- I LOVE TO TELL THE STORY** . . .  
Tennessee Ernie Ford, Capitol T 1751
- STEREO**
- TWANGY GUITAR—SILKY STRINGS** . . .  
Duke Eddy, RCA Victor LSP 2576
- DEVIL WOMAN** . . .  
Marty Robbins, Columbia CS 8718
- ALLET CAT** . . .  
Burt Fabric, Argo SD 148
- SHERKY & 11 OTHERS** . . .  
Four Seasons, Vee Jay SV 1053
- TRUMPET & STRINGS** . . .  
Al Hirt, RCA Victor LSP 2584

### NEW ON THE TOP LP'S

MONO

98. **HELLO YOUNG LOVERS** . . .  
Nancy Wilson, Capitol T 1767
100. **SUGAR 'N' SPICE** . . .  
Peggy Lee, Capitol T 1772
112. **DON'T WORRY 'BOUT ME** . . .  
Billy Eckstine, Mercury MG 20736
116. **THE TENDER, THE MOVING, THE SWINGIN'**, ARETHA FRANKLIN . . .  
Columbia CL 1876
135. **OH! LOOK AT ME NOW** . . .  
Bobby Darin, Capitol T 1791

(Continued on page 8)

## Here Comes the Singles Again

Business picked up solidly in most areas of the country last week with particular emphasis, dealers said, on single records.

The pickup was sparked by a number of hot records. Among the new ones, the Ray Charles record of "You Are My Sunshine" and "Walkin' the Floor Over You" stood out. Initial orders before release came to 300,000, and the disk was already getting reorders. New releases by the Bobby Sox and the Blue Jeans on Philips, the Majors on Imperial, Marty Robbins on Columbia, Chuck Krieger on Wand, Jerry Wallace on Challenge, the Belmonts on Sabina, Etta James on Argo, Paul Peterson on Colpix, the Kingston Trio on Capitol, Dave Cortez on Emi, George Maharis on Epic, Dinah Washington on Mercury and Bobby Curtola on Del-Fi were all selling well.

Among the older singles, the Four Seasons' smash, "Big Girls Don't Cry," leaped to the No. 1 slot on *Billboard's* Hot 100 chart, giving the boys their second No. 1 seller in a row. Elvis Presley's "Return to Sender" looked like his biggest to 1962. Neil Sedaka's "Next Door to an Angel" has turned into a smash. And Marcie Blaine's "Bobby's Girl" and the Orions' "Don't Hang Up" were selling strongly over the counters. Dee Dee Sharp had a big one with "Ride!" and a left-field dishing called "The Lonely Bull" by the Tijuana Brass was turning into a sock seller.

On the album level the Allan Sherman record of "My Son, the Folk Singer" had turned into a nationwide hit. The original cast album of "Oliver" and "Stop the World I Want to Get Off" were biggies too, as were the Philadelphia Orchestra's Christmas record "The Glorious Sound of Christmas." The bossa nova continued to gain strength as the Stan Getz-Charlie Byrd record of "Jazz Samba" broke open in all major markets, while new bossa nova albums by Quincy Jones and Gene Ammons also started to take off. Sergio Franchi's first record on RCA Victor was getting good action, as was the original-cast album of "Mr. President." Mitch Miller had a big one with "Family Sing Along," and Frank Sinatra's new album "All Alone" was turning into a strong one for the chairman of the board. Another left-field effort called "The Seventh City," with Danny Cox on the Seventh City label, had broken loose in Cincinnati, while the "Gold Coast Singers" on Pacific Jazz were getting some action in Los Angeles.

## New Korvette Shops Stir Up Balto

BALTIMORE—E. J. Korvette moved into the Baltimore metropolitan area last week when the firm opened two stores on the outer perimeter of the city. Opening week disk sales caused a flurry in the local trade and at week's end a number of stores had set up shopper teams to scout the Korvette layouts each morning.

The stores opened Thursday (1) with advertised specials of 46 cents on singles and the Allan Sherman's "My Son, the Folk Singer" album going at \$1.59. After opening singles went up to 69 cents but a pre-election and Election Day special Mondays and Tuesdays (5 and 6) saw the prices dip down to 52 cents.

Meanwhile, it was reported that New Deal, the New York one-stop which serves many Korvette stores with singles, had opened an office here to service the two new Baltimore outlets. This office, it was assumed in local circles, would also serve forthcoming Korvette outlets in the Washington and suburban Northern Virginia area as well.

Though some dealers were griping about the Korvette invasion, the bigger stores set up the shopper teams who phone in the latest price developments from on-the-spot points in Korvette's. One large department store, Hochschild's, was understood to be setting up special racks offering each day's Korvette specials at comparable prices. Such measures were necessary, according to local traders, even though the Korvette stores were on the outer fringes, because of a newly opened belt highway system around the city, making the new stores accessible within 20 minutes from any point in the city.

Meanwhile, Mark Valentino's "Push and Kick" single has produced the hottest new dance trend in the city. It's being done actively on the Buddy Deane WJZ-TV show. On the bossa nova front, Colpix Records is sending its newly signed thrub, Vi Velasco, here Friday (23) to do an on-the-air demonstration

(Continued on page 8)

## 150 Best Selling

## MONAURAL LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	PETER, PAUL & MARY Mezzanotte, RCA W 1469	26
2	2	WEIY STORY Second Time, Columbia CBS 3479	26
3	2	DANIELLE BOCE Red King Coll., Capitol T 1793	9
4	4	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. 2 Ray Charles, ABC-Paramount ABC 418	21
5	7	JAZZ SAMBA Stan Kent & Charlie Byrd, Verve V 8452	10
6	2	THE MUSIC MAN Buck Ram, RCA Victor LP 3489	12
7	10	LOVEST AND I, STEVIE NICK The Steepers, Van Jay LP 1383	4
8	1	I LEFT MY HEART IN SAN FRANCISCO Sally Benson, Columbia CBS 1389	20
9	1	MY TIME, THE FOUR SINGERS Atlantic Records, Warner Bros. M 1075	3
10	11	JOAN BAEZ IN CONCERT Mercury, Mercury 3012	10
11	11	DAVID CHARLES GREATEST HITS ABC-Paramount ABC 415	14
12	12	A TASTE OF HONEY Maurice Young, Liberty LP 3327	8
13	13	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. 2 Ray Charles, ABC-Paramount ABC 418	21
14	14	RAFFAELLO Johnny Mercury, RCA Victor LP 3489	18
15	15	XANTARI Jazz, Mercury, RCA Victor LP 3489	18
16	16	JOE THOMAS TALKS TO HIS ANGELS ABC, RCA Victor LP 3489	6
17	17	THE STEEPERS & OTHER FOUR SINGERS For the Family, David Kent & Co. Sings & Meets	21
18	18	JOAN BAEZ, VOL. II Vanguard, Vanguard 902	26
19	19	SOMETHING SPECIAL Shirley Bassey, Capitol T 1797	12
20	20	WHAT KIND OF FOLK AM I & OTHER SONGS, CONCEPTS Sally Benson, Van Jay LP 1383	20
21	21	THE NEW COUNTRY INSTRUMENTALS Columbia CBS 1375	2
22	22	THE SOUND OF MUSIC Original Cast, Columbia MCL 3430	122
23	23	MOON BYTES & OTHER GREAT MUSIC, VOL. 2 Mercury, Mercury 3012	28
24	24	JOHN HANCOCK GREATEST HITS Mercury, Mercury 3012	28
25	25	JOAN BAEZ, VOL. II Vanguard, Vanguard 902	26
26	26	MEAT HEADS OF BELLEVILLE Hilly Kristall, RCA Victor LP 3374	2
27	27	CHARLES LILL Andy Williams, Columbia CBS 1379	3
28	28	THE BEST OF THE KINGSTON TROUPE Capitol T 1797	24
29	29	THE BEST OF SAM COOKE Capitol T 1797	24
30	30	CAMELO Original Cast, Columbia MCL 3430	92
31	31	SOLES ARE RED Sally Benson, Van Jay LP 1383	20
32	32	POLA MATTHEW RCA Victor LP 3347	8
33	33	THE THREE TIGERS Blue Note, Blue Note 4206	2
34	34	BACIN: THE UNPREDICTABLE JOHN DRYE Verve V 8474	25
35	35	WEST SIDE STORY Original Cast, Columbia MCL 3330	110
36	36	ALL THE BITS FOR YOUR RAMPING PARTY A Charlie Chaplin, Paramount P 7014	4
37	37	JOHN'S GREATEST HITS Johnny Mathis, Columbia CBS 1333	237
38	38	ROCKERS UP Earl Warren, Jubilee LP 3029	104
39	39	THE GOLDEN BITS OF THE EVERLY BROTHERS Warner Bros. W 1493	13
40	40	RED LICK RCA Victor LP 3379	10
41	41	HONEY BIRD AT THE VILLAGE GATE Atlantic 1386	10
42	42	HOME AVENTURE Second Time, Warner Bros. W 1469	22
43	43	REKATATI AT TITFAY'S Mercury, Mercury 3012	38
44	44	OLIVER BIRDHOOD Warner Bros. W 1493	10
45	45	THE OUTDOWN DOWN HIGH ON TV Sally Benson, Van Jay LP 1383	20
46	46	THE WITTY WARDEN IN COURT Jubilee 3029	104
47	47	BURRY ALICE Capitol T 1797	24
48	48	ALL ALONE Frank Sinatra, Reprise R 1307	2
49	49	NO STORIES Original Cast, Capitol T 1390	21
50	50	DAVID CHARLES STORY Atlantic 3406	12

★ YEAR PERFORMANCES—performances on Chart 1 made in  
last reporting period; record progress this week

## 50 Best Selling

## STEREO LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	WEST SIDE STORY Original Cast, Columbia CBS 3079	23
2	2	PETER, PAUL AND MARY Mezzanotte, RCA W 1469	26
3	3	THE MUSIC MAN Buck Ram, RCA Victor LP 3489	12
4	4	RAMBLIN' ROSE Mercury, Mercury 3012	10
5	5	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. 2 Ray Charles, ABC-Paramount ABC 418	21
6	6	I LEFT MY HEART IN SAN FRANCISCO Sally Benson, Columbia CBS 1389	20
7	7	JAZZ SAMBA Stan Kent & Charlie Byrd, Verve V 8452	10
8	8	THE STEEPERS & OTHER FOUR SINGERS For the Family, David Kent & Co. Sings & Meets	21
9	9	CAMELO Original Cast, Columbia MCL 3430	92
10	10	A TASTE OF HONEY Maurice Young, Liberty LP 3327	8
11	11	JOHN HANCOCK Mercury, Mercury 3012	28
12	12	A SATURDAY Johnny Mathis, RCA Victor LP 3347	18
13	13	WEST SIDE STORY Original Cast, Columbia MCL 3430	122
14	14	BAITING Johnny Mathis, RCA Victor LP 3347	7
15	15	THE STEEPERS & OTHER FOUR SINGERS For the Family, David Kent & Co. Sings & Meets	21
16	16	DAVID CHARLES GREATEST HITS ABC-Paramount ABC 415	14
17	17	THE NEW COUNTRY INSTRUMENTALS Columbia CBS 1375	2
18	18	THE SOUND OF MUSIC Original Cast, Columbia MCL 3430	122
19	19	MOON BYTES & OTHER GREAT MUSIC, VOL. 2 Mercury, Mercury 3012	28
20	20	JOHN HANCOCK GREATEST HITS Mercury, Mercury 3012	28
21	21	JOAN BAEZ, VOL. II Vanguard, Vanguard 902	26
22	22	MEAT HEADS OF BELLEVILLE Hilly Kristall, RCA Victor LP 3374	2
23	23	CHARLES LILL Andy Williams, Columbia CBS 1379	3
24	24	THE BEST OF THE KINGSTON TROUPE Capitol T 1797	24
25	25	THE BEST OF SAM COOKE Capitol T 1797	24
26	26	CAMELO Original Cast, Columbia MCL 3430	92
27	27	SOLES ARE RED Sally Benson, Van Jay LP 1383	20
28	28	POLA MATTHEW RCA Victor LP 3347	8
29	29	THE THREE TIGERS Blue Note, Blue Note 4206	2
30	30	BACIN: THE UNPREDICTABLE JOHN DRYE Verve V 8474	25
31	31	WEST SIDE STORY Original Cast, Columbia MCL 3330	110
32	32	ALL THE BITS FOR YOUR RAMPING PARTY A Charlie Chaplin, Paramount P 7014	4
33	33	JOHN'S GREATEST HITS Johnny Mathis, Columbia CBS 1333	237
34	34	ROCKERS UP Earl Warren, Jubilee LP 3029	104
35	35	THE GOLDEN BITS OF THE EVERLY BROTHERS Warner Bros. W 1493	13
36	36	RED LICK RCA Victor LP 3379	10
37	37	HONEY BIRD AT THE VILLAGE GATE Atlantic 1386	10
38	38	HOME AVENTURE Second Time, Warner Bros. W 1469	22
39	39	REKATATI AT TITFAY'S Mercury, Mercury 3012	38
40	40	OLIVER BIRDHOOD Warner Bros. W 1493	10
41	41	THE OUTDOWN DOWN HIGH ON TV Sally Benson, Van Jay LP 1383	20
42	42	THE WITTY WARDEN IN COURT Jubilee 3029	104
43	43	BURRY ALICE Capitol T 1797	24
44	44	ALL ALONE Frank Sinatra, Reprise R 1307	2
45	45	NO STORIES Original Cast, Capitol T 1390	21
46	46	DAVID CHARLES STORY Atlantic 3406	12

# THE EXCITING PIANO STYLINGS OF **GEORGE FEYER**

now exclusively on

# DECCA RECORDS

HIS FIRST RELEASE



DL 4333

DL 74333 (Stereo)



 indicates that 22 1/2 r.p.m. stereo single version is available.

WEEK	DATE	ARTIST	ALBUM	WEEKS ON CHART	PEAK POSITION
67	64 66 75	MR. LONELY	Reddy Gores, RCA Victor 9872	9	
68	69 71 85	I'VE BEEN EVERYWHERE	Lonnie Anderson, East 3803	△	7
69	61 69 54	TWISTIN' WITH LINDA	Italy Brothers, Wand 127	9	
70	70 83 94	ANNA (Go to Him)	—	4	
71	79 67 74	HAPPY WEEKEND	Diana (duke) Constant, TSW	1	
72	78 79 77	SOMEbody HAVE MERCY	Sam Cooke, RCA Victor 9888	△	4
73	82 75 81	HEARTACHES	Fanny Chen, Decca 35429	6	
74	86 88 —	COM' A HOME BABY	—	3	
☆	—	ZIP-A-DE-DOO-DAH	Bob R. Smith & the Star Singers, PHOTIS 107	1	
78	81 84 —	THE ALLEY CAT SONG	David Thomas, Riverside 428	4	
☆	—	YOU ARE MY SUNSHINE	Ray Charles, ABC-Pennacore 10775	1	
78	90 98 —	I LOST MY BABY	Jackie DeLoe, Atlantic 4466	3	
78	83 —	SPANISH LACE	Gene McDaniels, Liberty 8918	2	
80	76 76 78	I'M HERE TO GET MY BABY OUT OF JAIL	Barry Cochran, Columbia 449	6	
☆	—	A LITTLE BIT NOW	Maples, Imperia	1	
82	84 —	IF YOU WERE A ROCK & ROLL RECORD	Freddy Cannon, Swan 4123	2	
83	88 —	THE PUSH AND KICK	Mark Valentine, Swan 4121	2	
☆	—	YOUR CHEATING HEART	—	1	
☆	100 —	60 AWAY LITTLE GIRL	Steve Lunderman, Columbia 43681	1	
86	91 93 —	UP ON THE RAMP	Drifters, Atlantic 3143	△	3
87	97 —	THAT'S LIFE	Gentle & the Angels, Swan 4118	2	
☆	—	RUBY ANN	Wendy Robles, Columbia 4872	△	1
☆	—	ODDLE-DE-ODD	Beachcombs, Salsoul 387	1	
☆	—	SHUTTERS AND BOARDS	Jerry Wallace, Challenge 3171	1	
91	—	GETTING READY FOR THE HEARTBREAK	Jacksons, Wand 118	1	
92	99 97 100	FOUR WALLS	Kid Sister, Capitol 4835	4	
93	—	MY DAD	Paul Petersen, Capitol 663	1	
94	96 89 97	MAMA SANG A SONG	—	4	
95	— 78 72	NEXT DOOR TO THE BLUES	Diana Ross, 21484	5	
96	—	COLD, COLD HEART	Donna Williams, Mercury 73648	1	
97	— 98	ONE MORE TOWN	Allegiance Trio, Capitol 4843	2	
98	—	PISTA	—	1	
98	—	BABY HAS GONE BYE BYE	George Matherly, Epic 9991	1	
100	— 92 93	ALADDIN	—	1	

## BUBBLING UNDER THE HOT 100

[illegible]





the nation's best selling records

# BIG HIT SINGLES

- #16378 No One Will Ever Know / Because . . . . . Jimmie Rodgers
- #16397 Someone / Blue Flame . . . . . Billy Vaughn
- #16387 Anna <sup>GO TO</sup><sub>HIM</sub> / I Hang My Head And Cry . . . . . Arthur Alexander
- #16407 Rainbow At Midnight / Rhumba Boogie . . . . . Jimmie Rodgers
- #16406 Blues Stay Away From Me / Every Step Of The Way . . . . . Pat & Shirley Boone
- #16404 Ballin' The Jack / Ragtime Johnny . . . . . Johnny Maddox
- #16393 Matilda . . . . . The String-A-Longs
- #16408 Mah-Mah Limbo / Dream . . . . . Steve Allen
- #16412 Beyond My Heart / Not That I Care . . . . . The Four Lads
- #16391 Ten Lonely Guys / Lovers Lane . . . . . Pat Boone
- #16394 I'm Standing By / They Say . . . . . Rodge Martin
- #16413 Break Down And Cry / She's Stayin' Inside With Me . . . . . Fabian
- #16411 Golden Gridiron Boy / Country Boy . . . . . Randy Newman
- #16405 Don't That Beat All / Mix Me A Person . . . . . Adam Faith
- #16409 Woodchopper's Ball / Poinciana . . . . . George Gates

# NEW RELEASES

- #16415 On The Longest Day / The Only Cure . . . . . SONNY JAMES
- #16415 Goddess Of Angels / Quiet As It's Kept . . . . . THURSTON HARRIS

# CHRISTMAS ALBUMS

- DLP 3479(M), 25479(S) Christmas Time . . . . . GEORGE WRIGHT
- DLP 3233(M), 25233(S) The Little Drummer Boy . . . . . JACK HALLORAN SINGERS
- DLP 3397(M), 25397(S) Silent Night . . . . . LAWRENCE WELK
- DLP 3222(M), 25222(S) White Christmas . . . . . PAT BOONE
- DLP 3148(M), 25148(S) Christmas Carols . . . . . BILLY VAUGHN
- DLP 3232(M), 25232(S) Merry Christmas . . . . . THE MILLS BROTHERS
- DLP 3343(M), 25343(S) Christmas With The Lennon Sisters
- DLP 3345(M), 25345(S) A Keely Christmas . . . . . KEELY SMITH
- DLP 3225(M), 25225(S) Christmas - Organ and Chimes . . . . . DR. C. S. KENDALL & DR. N. S. WRIGHT
- DLP 3083 . . . . . Christmas Chimes . . . . . DR. CHARLES S. KENDALL

# BEST SELLING ALBUMS

- A SWINGIN' SAFARI • Billy Vaughn  
DLP 3458 mono, 25458 stereo
- BABY ELEPHANT WALK AND THEME FROM  
THE BROTHERS GRIMM • Lawrence Welk  
DLP 3457 mono, 25457 stereo
- PAT BOONE'S GOLDEN HITS • Featuring Speedy Gonzales  
DLP 3455 mono, 25455 stereo
- THE WRIGHT TOUCH • George Wright  
DLP 3447 mono, 25447 stereo
- SO RARE • Jimmy Dorsey  
DLP 3437 mono
- YOUNG WORLD • Lawrence Welk  
DLP 3428 mono, 25428 stereo
- MOON RIVER • Lawrence Welk  
DLP 3412 mono, 25412 stereo
- YELLOW BIRD • Lawrence Welk  
DLP 3389 mono, 25389 stereo
- ORANGE BLOSSOM SPECIAL AND WHEELS • Billy Vaughn  
DLP 3366 mono, 25366 stereo
- CALCUTTA • Lawrence Welk  
DLP 3359 mono, 25359 stereo
- THE LENNON SISTERS SING TWELVE GREAT HITS  
DLP 3292 mono, 25292 stereo
- THEME FROM A SUMMER PLACE • Billy Vaughn  
DLP 3276 mono, 25276 stereo

- BEST LOVED CATHOLIC HYMNS • Lennon Sisters  
DLP 3250 mono, 25250 stereo
- RAGTIME PIANO GAL • Jo Ann Castle  
DLP 3249 mono, 25249 stereo
- BE MY LOVE • Keely Smith  
DLP 3241 mono, 25241 stereo
- BLUE HAWAII • Billy Vaughn  
DLP 3165 mono, 25165 stereo
- THE MILLS BROTHERS GREAT HITS • Mills Brothers  
DLP 3157 mono, 25157 stereo
- JOHNNY MADDOX PLAYS THE MILLION SELLERS  
DLP 3122 mono, 25122 stereo
- THE MILLION SELLERS • Billy Vaughn  
DLP 3119 mono, 25119 stereo
- STAR DUST • Pat Boone  
DLP 3118 mono, 25118 stereo
- SAIL ALONG SILV'RY MOON • Billy Vaughn  
DLP 3100 mono, 25100 stereo
- GREATEST ORGAN HITS • Jerry Burke  
DLP 3450 mono, 25450 stereo
- MUSIC FOR THE GOLDEN HOURS • Billy Vaughn  
DLP 3086 mono, 25086 stereo
- THE TEN COMMANDMENTS • Sound Track  
DLP 3054 mono, 25054 stereo
- THE GOLDEN INSTRUMENTALS • Billy Vaughn  
DLP 3016 mono, 25016 stereo

# BILBOARD MUSIC WEEK

## School Head Hits Firms For Stereo Undercutting

CHICAGO—Society of Record Dealers (SORD) President V. H. (Andy) Andersen took a fresh blast at three major record manufacturers last week for what he termed discriminatory practices in supplying schools and libraries.

Andersen charged RCA Victor, Columbia and Capitol with "making further efforts to bypass dealers by supplying schools and libraries at prices equal to or below those offered to dealers."

Andersen cited a Columbia brochure which he said offered regular catalog items from the firm's educational department at or below prices he and other dealers had to pay.

He said RCA Victor is supplying items directly to school boards and was charging 60 cents on items or which dealers had to pay 71 cents.

He said Capitol was advertising in national publications a pre-packaged set of classics made up of 10 titles for \$19.95 at street, \$17.85 monaural. Andersen said that according to the ad, the items were not even available to dealers. He noted regular dealer cost (if available) would be \$37.00 stereo and \$30.90 monaural.

The SORD president charged that these offers were coming at a time when "spokesmen for these companies were encouraging dealers to talk to schools."

Taking a further slap at Capitol, Andersen said he took exception to the language of the ad and indicated the low price was only possible because of "direct selling by mail order used by our suppliers who continue to also be our competitors."

Andersen said the association is preparing a code of fair trade practices for consideration by its members and other interested groups.

Andersen said SORD will submit its proposed code to RIAA and

ARMADA for suggestions. He said he felt the code must represent a joint effort between SORD, RIAA and ARMADA if it is to be an effective "arbitrator for the industry."

SORD has already been in touch with ARMADA and was offered full cooperation, he noted. Representatives from RIAA would also be contacted, said Andersen.

One of the big things to be sought by SORD in its code is a provision for national dealer fran-

chising which Andersen said would be legal. It represented a bi-lateral agreement between dealers and manufacturers.

In effect, dealers would have to agree to provide certain services in return for exclusive franchising guarantees.

These could include such things as stocking a certain percentage of catalog, providing service on hard-to-get items and taking an automatic number of all new releases.

## Hard Rock Shoves WYNR Into Chi Ratings Picture

By NICK BIRRO

CHICAGO—It's no longer a matter of conjecture. Pulse figures released last week showed that two-month-old WYNR with its hard-rock policy has definitely made a mark on the Windy City. In strongest ratings come in the 6-12 evening hours when WYNR comes up with an 8-point rating to tie for fifth place in the city. WLS, with its powerhouse Dick Biondi, leads with a 29 rating. WGN and WCFL tie for second with 12 and WIND is third with 11.

In the afternoon 12-6 slot, WYNR comes up with a 6-point rating to tie for sixth place. WLS again leads with 22, WIND is second with 14 and WGN third with 12. In the morning hours, WGN's WYNR has a 4-point rating for eight place. WIND is top dog with 21 (a tribute to Howard Miller), WGN second with 16, WLS third with 15.

Particularly interesting is that a comparison with last month's figure indicate that WYNR's gain has been primarily at the expense of WLS, the city's other rock-minded station. For example, in the evening hours, WLS dropped five points, while second and third-place WGN and WCFL only dropped one and two points respectively.

### Big Shuffle

In the afternoon, WLS dropped six, while second-place WIND dropped two and third place WGN stayed even. In the morning, WIND dropped one, WGN stayed even and WLS dropped four.

This, of course, is what the trade expected. WLS, with its rock-minded format, was most likely to feel the inroads of even harder rocking WYNR. WIND, with a

(Continued on page 38)

## COLUMBIA NABS EDDIE HODGES

HOLLYWOOD — Irving Townsend, Columbia's West Coast artist and repertoire chief, last week signed Eddie Hodges to an exclusive recording contract. The 15-year-old artist has enjoyed sales attention on the Cadence label in releases such as "Bandit of My Dreams" and "I'm Gonna Knock on Your Door." His first Columbia disk will be issued later this month.

## 25 Years in the Business, Nat Cole Finds There's No Rest for Talent

By RIN GREVATT

NEW YORK—"I guess some people would sit back and rest on their laurels after baying a successful career. Not me. I want to keep building. If you don't give yourself plenty to do, you go stale."

This is the philosophy of Nat King Cole, who this year is celebrating a quarter century in the entertainment arena and 20 years with the same record company.

"A lot of artists will tell you that the hit record is just a way of getting off the ground. After they've made it on records and grow up a little, they move into night clubs and they begin to forget records. They're wrong," Cole said. "I don't care what they tell you, every artist cares about a hit record. And I do too."

But Cole's press too has faded. Sometimes the more you want a hit, the harder it is to get one. I look for a good song. Jackie Gale, who runs my

publishing firm, brought 'Ramblin' Rose' to the table. I'll admit I was excited about it. I could have blown it. But we cut it and you know the rest. Joe and Noel Sherman wrote a good song and a good song always has a chance.

"I don't think there's a trend, though some people think they see one with Tony Bennett and Sammy Davis and me all getting hits together this year. 'What Kind of Fool Am I' from San Francisco are good songs. And they sell sheet music too, which is good for the business. With 'Ramblin' Rose' we were sure enough of the tune to send out 75,000 unreturnable sheet copies."

Cole is easily one of the top contenders for the "longest at one label" title. Capitol has had his services since it came into being in the AFM days. World War II year of 1942, when he's been making records since early in 1938.

(Continued on page 49)

## FM Stereo Opens Golden Gate for Album Sales

SAN FRANCISCO—The shape of things to come in FM stereo's ability to promote over-the-counter sale of stereo albums can be seen, with growing clarity, in this city. The story in brief: Yes, it sells records.

San Francisco is a real front runner on the FM stereo scene. There are no less than six FM stations in the Bay Area which now offer regular stereocasts, with more stereo-equipped stations in the works. An estimated 50 per cent of San Francisco's FM homes are stereo FM. By comparison,

the New York metropolitan area, whose population is some 10 times that of San Francisco—has only half that number of stereo stations, and stereo set saturation is a modest figure.

Just as more color TV programming helps sell color TV sets, more FM stereo helps sell stereo multiplex tuners and complete multiplex receivers. Many component and package - goods manufacturers freely admit that San Francisco is their hottest FM stereo equipment territory, and that it's hard to meet demand.

Since record programming is the basis of most FM stereo listener fare, the natural success of FM stereo goes color TV one better, creating a home-level demand for the programming material itself.

Just how this works in practice can be judged by the reaction of a leading local record retailer, Gene Jackson of Music Box. When asked by *BMW* whether he could see a cause-and-effect between FM stereo and stereo album sales, Jackson stated: "Very definitely. Almost anything played by the leading FM stereo stations, particularly KPEN, will take off within 24 hours. We get lots of phone orders right after an airplay."

KPEN, which has just celebrated its fifth anniversary and whose ratings are so high (it tops among FM stations on an average-audience basis) that it's been thrust into third or fourth-ranked position among all radio stations in the market, is well aware of this sales effect. In fact, the station cites sev-

(Continued on page 44)

## Bosso Running in Front— But Here Comes Limbo

PHILADELPHIA—In spite of all the noise about the bossa nova, Cameo-Parkway executives here are flipping over another type of rhythm and dance called the limbo. Reason: Cameo-Parkway executives Bernie Lowe, Harry Chippet, Al Kahn and Herman Kaplan are so excited about the teen dance is because Chubby Checker has a smash called "Limbo Rock." Disk has outsold the Checker single of "The Twist" in some areas — Baltimore and Pittsburgh, for instance.

When Checker's record first

came out, the firm was working on a "Popeye" (the Hitchhiker), which was the side selling well. But after Buddy Deane on WIZ-TV in Baltimore and Clark Grace on KDKA in Pittsburgh went on the "Limbo Rock" side, that disk really gathered momentum, and jocks started to turn the record over.

Cameo executives, anxious to help the trend, sent limbo poles to jocks in many areas of the country, so that they could have the kids do it at parties at home.

The Checker "Limbo Rock" disk, is now over 900,000 and is expected to hit the million mark before the week is out.

"It's the adults who have been doing the dance so far," claimed Kaplan last week. "But we think it is being picked up by the kids since they did it at weddings and bar mitzvahs. The kids are doing it with all types of things if they don't have a limbo pole—swivel chairs, desks, etc. It's the success of the Checker single has made Cameo executives rush into production of an LP called "Limbo Rock" which will feature original and standards in limbo tempo. Set, which features Checker, will have instructions on how to dance the limbo on the back. At for Chubby Checker, he has personally become a hot limbo dancer these days, according to Kaplan.

"Does it as well as he does the twist," Kaplan said.

## Vet Distrib Quits Becomes Racker

BOSTON—Cecil Steen has sold his recording distribution firm, Records Inc., of this city, to concentrate on his rack jobbing company, Recordwagon, Inc., here. Steen, a veteran record distributor, sold his distribution to Dick (Cowdell) and Frank Kelly, of Eastern, Associated and Allied Distributors of Hartford, Conn., for an undisclosed sum.

Steen said that the reason he was selling his distributorship was because he felt his rack jobbing was not located in Woburn, Mass., could do five times the volume of his record distributorship. He felt that he would have a conflict of interest if he remained in both ends of the record wholesale business.

The Boston-based Steen has been active in the distribution business for many years. He made his first entry into rack jobbing a few years ago when he bought the National Records rack jobbing firm of Boston. Since then he has been handling both the rack outfit and his distributorship. He is a member of the board of directors of NARM (National Association of Rack Merchandisers).

Steen's new rack firm, Recordwagon, is located in a 22,000 square foot warehouse in Woburn, and has, in addition to modern

(Continued on page 44)

# Head Cites Country Music Gains

## Panels, Speakers Feature Record Nashville Event

NASHVILLE—With more than 2,000 registrations clocked in during the opening day of WSM's 11th annual Country Disk Jockey Festival Thursday (8), the station kicked off its gala three-day festival with a breakfast in the ballroom of the Andrew Jackson Hotel, and the station sponsored a morning of stimulating seminars on country music at both the station management and disk jockey levels.

Seated at the head of the grand opening breakfast affair were Tennessee Governor Buford Ellington; Governor-elect Frank G. Clement, a long-time friend of country music; Edwin W. Craig, president of the National Life and Accident Insurance Company, which owns WSM; Jack Dewitt, editor-in-chief of WSM; Ott Devine, program director of the station and head of the "Grand Ole Opry"; and a number of top record company executives.

Governor Ellington spoke of the economic contribution of country music to the State of Tennessee and added, "But we love you all because you're you. We happen to like country music here in Tennessee."

Clement, known for his colorful speeches in the past, did not disappoint his audience this time. He is the fourth man to be so honored at the head of the State and that of the current Governor El (Continued on page 42)

## Roy Acuff in Hall of Fame

NASHVILLE—Roy Acuff, 30-year veteran of the country music scene, and one of the founding fathers of the Acuff-Rose publishing empire, has been named to the Country Music Hall of Fame. He is the fourth man to be so honored. Announcement of the election was made by Country Music Association President Ken Nelson,

## CHUBBY IS 21: ONE MILLION HAPPY RETURNS

PHILADELPHIA—Chubby Checker reached 21 last week—and came into absolute control of a personal fortune said to be better than a million dollars.

He celebrated the occasion with a lavish birthday party where he gave gifts ranging from a \$9,000 Cadillac to a pair of leopard-skin bedroom slippers. He also announced during the party that he purchased a \$75,000 home for Mr. and Mrs. Ernest Evans.

As a minor, his earnings had been administered by the Orphan's Court of Philadelphia. While his earnings total \$2,000,000 this year, he had been limited by the court to an allowance of only \$150 a week. As a personal gift to Checker, his co-managers, Henry Coll and Cal Mann, gave him keys to a '63 Riviera Buick sports coupe and an Eldorado Cadillac.

## JIMMY DEAN'S OUR GUY

## Named Country Music Man of Year

NASHVILLE—Jimmy Dean has been named winner of Billboard's Music Week's annual Country Music Man of the Year award. The Columbia artist was given his award Saturday evening (10) as he appeared on WSM's 37th Anniversary "Grand Ole Opry" radio show. Billboard Music Week staffer Ren Grevvatt made the presentation.

The 34-year-old native of Plainview Tex., has been with Columbia Records for several years before hitting pay dirt in a big way late last year with "Big Bad John," a million-plus seller.

At one time, earlier this year, Dean had three singles on the charts with "Big Bad John" be-



JIMMY DEAN

ing joined by "Dear Ivan" and "To a Sleeping Beauty." Since then, he has had a succession of hits, including "P.T.

## Mercury to Push Folk Music All Over World

CHICAGO—Mercury Records is launching a full-scale drive in the folk music field for both its Philips and Mercury labels. The effort will include the organization of a special department to handle production, recording and merchandising of albums and singles.

The push will utilize the entire Mercury-Philips international network of distribution. Frank Fried,

one of Chicago's most active concert impresarios, will supervise the Mercury-Philips folk music effort. Fried, who will also continue as president of his own Triangletone Productions, has been responsible for an unprecedented folk music boom in the Chicago area in recent years.

The announcement of the folk music drive was made last week (Continued on page 44)

109, "Cojune Queen," "Steel Maiden" and "Little Black Book." Dean also has written many of his hit tunes, including a new release, "Gonna Raise a Ruckus Tonight" and "A Day That Changed the World."

Dean is a TV veteran, having appeared on a regular CBS-TV network show. Later, he did a Saturday afternoon show on CBS as well. During the past year, Dean has become a veritable ambassador for country music since his own great record successes. He has guested on numerous TV shows and has appeared frequently both as guest and as host on NBC-TV's "Tonight" show.

Ballooning for country man of the year was conducted among more than 300 men and women active in all phases of the world of country music. This select group decided by its votes that Jimmy Dean has done the most of any person in the field during the past year to promote the cause of country music among the general public.

Also given special awards during the Dean "Opry" outing were Columbia's Nashville A&R men, Don Law and Frank Jones, for their contributions in the making of Dean's records.

## Col. Bringing Out Track of 'Jumbo'

NEW YORK — Columbia Records has secured the rights to the sound track of the movie "Jumbo," and will issue the set this week. The picture stars Doris Day, Stephen Boyd, Jimmy Durante and Marjorie Main and features songs by Richard Rodgers and Larry Hart. Set was produced by Irv Townsend, West Coast executive producer for the label, who also produced the track of "Wild Side Story."

## 10% OFF MITCH TILL END OF YR.

NEW YORK — Columbia Record is offering a 10 per cent discount on 15 of the Mitch Miller Sing Along albums, through November and December. A major advertising and promotion campaign has been started along with new Sing Along header cards, window streamers, newspaper mats and a complete Sing Along display.

## Nelson Hails Ray Charles for Lead In Breakthrough

By REN GREVATT

NASHVILLE — Country Music made two major breakthroughs in the music field in the past year: acceptance by pop artists of country songs, "thanks to Ray Charles," and a big demand for country artists on the college circuit. That was the message Country Music Association President Ken Nelson had for members at their annual general membership meeting here Thursday (8).

Meeting on the eve of the official opening of WSM's annual Country Disk Jockey Festival at Andrew Jackson Hotel here, the group heard Nelson report that Charles added 240 members to its rolls in the past year. This brings total membership to 737, with 27 (Continued on page 42)

## CMA ELECTS NEW OFFICERS AND BOARD

NASHVILLE—Gene Aubrey presided over the Country Music Association last week. At a meeting held Thursday (8), first, second, third and fourth place winners of the contest named were Steve Sholes, Bud Brown, Jack Loetz and Roy Horton. Frances Paxon became executive secretary and Bill Denny was named treasurer. De Kilpatrick was elected a s i s t a n t secretary while Hal Peckles became assistant treasurer.

New board members and their categories include Jim Halseth and Jim McConnell, artists; Dan Rogers and Ken Nelson, publishers; Ben Roster, record companies; Hal Cook and Bob Austin, trade papers; Mac Wiseman, artists; and Ken Nelson and Bud Peckles, producers. Also on the board are directors at large. Holdover directors are Don Pierce, Wesley Rose, Rex Ritter, Grant Turner and Charles Bernard and Ray Odum.

## Dot Buys Master Of Downey 'Boss'

HOLLYWOOD — Dot Records last week bought the Downey Records master of "Boss" featuring the teen-age group known as the Ronettes. Deal was concluded between Dot President Randy Wood and Downey's owner, Bill Wentzell. Other side is "I Don't Need You No More."

Terms of purchase give Dot complete rights to issue the record under its own label throughout the world. The record is being pressed in the Los Angeles market for itself, "Boss" will continue to be distributed here by Downey's Merit Distribution.

According to Wood, the single has chart potential, and this prompted Dot to purchase the master. The record's sales response here first attracted Dot's attention to the single.

## ROY ACUFF

who unveiled a bronze bas relief plaque of the famous singer-fiddler and "Grand Ole Opry" star at the fourth annual CMA banquet, held at the nearby Hillwood Country Club Friday (9).

Acuff, who is currently touring the Near East on his 19th overseas junket to entertain U.S. servicemen, was represented at the dinner by his wife Mildred, and son Roy Neill Acuff.

Mrs. Acuff, acknowledging the honor, told the hushed audience: "I am so very sorry Roy could not be here in person to accept this honor, which is the greatest tribute to a living country music artist. I know Roy would say he doesn't deserve it, but he just isn't justified enough to say he doesn't. Thank you very much."

The Acuff plaque will join three others placed last year in the temporary Hall of Fame in the Tennessee State Museum in the War Memorial Auditorium here. The three figures elected last year, all (Continued on page 44)

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# FTC May Tear Columbia Record Club Case Soon

WASHINGTON — The Federal Trade Commission may be forced to rescheduling a New York hearing on the Columbia Record Club complaint within a month's time, agency spokesmen indicate.

This will make the third try at a hearing date. The FTC canceled the October 30 hearing date in order to consider motions introduced by the Columbia Club's parent company, Columbia Broadcasting System. No public notice was issued on the cancellation.

In a related case, unforeseen delays have prevented a decision on proposed trade practice conferences, with a view to setting up guidelines for the industry. Spokesmen for the agency say the decision may have to go over until after the first of the year.

The FTC complaint is filed against Columbia in July, alleged that the Columbia Club practices threaten a monopoly situation in the LP record business, and that

the advertised prices for club merchandise are misleading. Columbia has denied all charges.

Columbia attorneys filed four motions on appeal to the Commission asking for dismissal of certain charges; for more time to answer the allegations; one asking for more of the particulars in the FTC case, and two additional motions asking for dismissal of certain charges in the complaint.

Delay in holding a hearing could go beyond a month's duration, if the Commission decides to request briefs and hold oral arguments on the motions. Even if the Commission decides to reject the motions, a fifteen-day period of grace is customary before hearings are again scheduled.

## FLYING HIGH

### Bossa Has No Step, But It Sure Has Lotsa Climb

By JACK MAHER

NEW YORK — There's still no bossa nova dance in general circulation, but the Brazilian beat continues to climb its way up the sales ladder. More and more major market stores are reporting that the album product (mostly jazz) is catching

By far the biggest seller in the current bossa nova deluge is "Jazz Samba" by Stan Getz and Charlie Byrd on Verve. Every store reporting any bossa nova sales named that package as the hottest item. This is reflected in the current high position of the LP on this week's Top LP chart No. 5 on mono and No. 7 on stereo.

In all, 15 markets reported substantial bossa nova sales, with the strongest cities being Chicago, Los Angeles, Washington, Cincinnati and Philadelphia. A number of these markets reported that other album bestsellers, like the "Jazz Samba" package were beginning to move.

The Zoot Sims package on Colpix seems to be selling well, but a new entry, "Bud Bossa Nova" by Gene Ammons on Prestige, has cracked through impressively. The Ammons set has been mentioned as the hottest new LP in a number of stores in Chicago, Washington and Cincinnati.

Avon Music to the last named city reported three albums containing "Bossa Nova" material among its top five LPs: "Jazz Samba," the Ammons package and "Jazz on the Riviera," by Diz Gillespie which contains a number of bossa tracks. The Burien record outfit in Seattle named the Getz

## HENDRICKS TAKE SEARS DISK POST

CHICAGO — Reports being heard here have Frank Hendricks taking over as successor to George Ziebold. Ziebold resigned his post as record buyer for Sears last week (BMW, November 10).

## Kavan to Direct Col. Diversifying

NEW YORK — Stan Kavan has been named director of development at Columbia Records, Inc. as chairman of Columbia's new post Kavan will be responsible for development of new products, and the exploration and study of diversification opportunities for Columbia Records. He will also help on product development to department heads at Columbia, and act as chairman of Columbia's diversification committee.

## INDUSTRY BRIEFS

### Loew's Theaters Figures

NEW YORK — For the fiscal year ending August 31, Loew's Theaters, Inc., showed a net profit figure of \$2,045,262, equal to 76 cents a share. This compares with a profit figure for the preceding year of \$2,728,142 equal to \$1.02 per share. The 1962 figure, however, does include the net profit of \$7,647,626 from the sale of radio station WMGM in New York. This was equal to \$2.85 a share.

### New Zenith Records

CHICAGO — Sales and earnings for the Zenith Corporation have established new 44-year records for both third-quarter and nine-month periods. Net, consolidated earnings for the nine-month period ended September 30, amounted to \$11,590,672, or \$1.28 a share. This represents a 17 per cent increase over the previous record earnings. Sales during the period reached a record \$227,005,332, up 21 per cent from 1961, the firm's previous record for nine months. Third-quarter earnings were up 10 per cent over the previous record third-quarter earnings with a figure of \$4,086,063, or 51 cents a share.

### Marlene, Go Home

WASHINGTON — A sizable bundle of copyrights seized by the U. S. Attorney General during World War II will be returned to

original copyright holders, effective January 21, 1963, under the recently approved Public Law No. 87-846. Many of the copyrights are for musical works. "Accumulated royalties" are involved. Except for the return of the "German specific copyrights of a few high Nazi leaders."

### Lelan Rogers Ad Lib V.P.

NEW YORK — Lelan Rogers has been named to the post of executive vice-president of Ad Lib Records, Inc., and subsidiaries. He was most recently regional promotion director in the Southwest for the Ego Records label. His home base has been in Houston, Tex. at 500 Lovett Blvd.

### Diners' Club Language Act

NEW YORK — The Diners' Club has in the learn-a-language act, having issued a set of Basic French, Spanish and Italian LP's and instruction manuals, plus a "Dining-Out Dictionary." Each set of records is \$7.95 in book and record out-lets.

### Kandy Tapes Offers Deal

CHICAGO — Kandy Tapes and Records is offering a "seven for price of six" deal on the complete catalog of LP's and singles. The catalog features Don Johnson's "Organ With a Beat" monaural and stereo disks.

## Bud & Travis Still at Liberty, Sign Wood

HOLLYWOOD — Bud and Travis, the recently reunited folk-singing team, will join Liberty Records, BMG learned last week. Contracts have been drawn, and at press time for the new recordings of Bud Dashiell and Travis Edmundson, thus bringing to an amicable conclusion a contract beef that had threatened to wind up in the courts.

Little more than a year ago, at the time the duo was riding high on BMG best seller lists, Bud and Travis went their separate ways. Subsequently, Bud Dashiell and his then newly formed group, the Kinsmen, recorded for Warner Bros. Travis Edmundson recorded for Reprice.

Neither was able to reach the sales or bookings of the team. They decided to reunite in an effort to regain their former stature and sales acceptance.

After they reunited, they received contractual pitches from other labels. But Liberty told them that the contract was still in force.

An agreement was reached last week when the duo signed a new contract, bringing the benefits from both sides with the offers from other labels.

## Lee Schapiro Gets New Post

NEW YORK — Lee Schapiro has been named to the post of administrator of foreign and popular albums at RCA Victor Records. In his new post he will continue to co-ordinate the domestic sales of foreign product in addition, now, to the planning and merchandising all popular album product, including popular pre-recorded tapes.

Gil McKean, who has held the post of administrator of pop planning and merchandising at Victor, is leaving to devote full time to his writing activities in the book, radio and TV fields.

McKean recently worked with Rudy Vallee on the actor's memoirs "My Time Is Your Time." Property has been optioned for a Broadway musical by Robert Fryer and Lawrence Carr. McKean has contributed many articles to national magazines.

package among its top album sellers, but also said that all bossa nova packages were moving well. In Ammons, who has always been a strong and steady seller, the bossa nova supporters in the trade believe they may have a big album that will break the new rhythm in jazz-oriented, r.&b. areas. Other albums in the bossa nova groove getting sales action are "Black Orbits," Vince Guaraldi, Fantasy; "Big Band Bossa Nova," Quincy Jones, Mercury; "Right Now," Herbie Mann, Atlantic, and Barney Kessel's "Bossa Nova" on Reprice.

## Rookie Writers in ASCAP Showcase

NEW YORK — A four-week showcase for young composers and lyric writers interested in the musical theater was started last week under the auspices of ASCAP. Writers who will perform their works have attended ASCAP seminars on the musical theater. Auditions are made up of music publishers and producers.

Auditions were scheduled to be held at Judson Hall on November 12, 19 and 26. The ASCAP seminar on the musical theater continued its eight-week run on October 29. Speakers included Arthur Schwartz, Joe Layton, Irving Brown, Goddard Lieberson, Abe Burrows, Frederick Drown, Sid Ramin, Robert Freyer and Jay Gorney.

## RICHTER DISK RHUBARB SETTLEMENT IN WORKS

NEW YORK — An official settlement is in the works in the lawsuit between Hurok Concerts and Carnegie Hall Corporation versus Aria Recording Corporation, MJP Enterprises, Joseph Frankel and Howard Singer (with CBS and Columbia Records joined as co-defendants), concerning the Sviatoslav Richter Carnegie Hall records.

Suit was initiated originally by Hurok Concerts-Carnegie Hall to restrain the defendants from selling, advertising, manufacturing or utilizing in any way the Richter records recorded at the famed hall.

Columbia has already issued some of the Richter Carnegie Hall disks and is going ahead with its plans to issue others from the Russian pianist's concerts at Carnegie last October. The records were obtained from Aria Recording Corporation — MJP Enterprises, who purported to obtain the tapes from the "unknown" persons who recorded the pianist at these concerts.

There was a hassle over the Richter Carnegie tapes when Columbia started to negotiate for them last winter. Hurok and the Russian

Ministry of Culture had worked out a deal with RCA Victor to have Richter exclusively and both were rather upset when they learned Columbia was negotiating for the tapes. The RCA Victor and Carnegie Hall Corporation claimed the recordings were made without its knowledge, and that no one could use the name Carnegie Hall on an album without its permission.

However, the disagreement was ironed out not long ago through conferences between representatives of the Hurok office, Carnegie Hall management, the Aria-MJP people and a clutch of Russian government officials.

Reports are that everything will be officially signed within a fortnight, and that Columbia will be able to issue its next Richter concert packages without a hitch.

## Mercato Will Go Public & Expand Disk Enterprises

WASHINGTON — Mercato Enterprises, Inc., may expand its leased record departments in discount centers, if a public sale of its stock is approved by the Securities and Exchange Commission. The Long Island, N. Y., firm sells phonograph records and provides merchandising services for 83 retail record departments in the U. S., including five leased record departments operated by the company's wholly owned subsidiaries in retail discount centers in the New York metropolitan area.

Mercato has filed a statement with the SEC seeking registration of 104,000 shares of common stock at a maximum price of \$5.50 per share, final price and underwriting terms to be supplied by amendment. Offered for public sale will be 33,000 shares of common stock, valued at 71,000 shares of outstanding stock by the holders thereof. J. R. Williams & Beane of New York City handles the sale of underwritten shares.

Net proceeds of the stock sale (Continued on page 44)

**BILLBOARD MUSIC WEEK**

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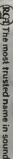
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SPECTACULAR  
NORMAN  
LUBOFF**

**PLUS SIX NEW MONEY-MAKERS OF THE MONTH:**  
PLAYING IT STRAIGHT (Homer & Arthur) LPW/LSF-259; TOGETHER AGAIN (Frank Sileo, Anita Carter) PM/LSF-3546; THE SENIUS IN MADONNY (Cathy Lee Scoggin) LPW/LSF-2681; BEBE AUWRY'S GOLDEN HITS LPW/LSF-6532; TWO OF A KIND (DeeDee & Monty) LPW/LSF-3624; THE BEST OF EDDIE CASH LPW/LSF-3538

## TALENT

## ARTISTS' BIOGRAPHIES

For your programming use here are pertinent facts about hot disk artists. It clipped and printed on 3 by 5 cards those biographies will help you build a complete file right now.

## MARCE BLANE

(Seville)

## PERSONAL MANAGER:

Sporan-Stavin Management Corporation.

## BOOKING OFFICE:

G.A.C. BIRTHDAY: May 21, 1944.

## HOME TOWN:

Lynn, Education: College.

## HOBBIES:

Dancing, folk singing.

## BACKGROUND:

This country grew up in a musical atmosphere. Her father, now a high school teacher specializing in all band instruments, was a professional musician for many years and appeared in top New York theaters and clubs. Miss Blane was graduated from high school in June of this year. She currently attends Queens College in N. Y. C., majoring in music. She was discovered by veteran a.k.a. Mary Holtzman who signed her to Seville Records and produced her first hit disk. OTHER MUSICAL INTERESTS: The versatile young lady plays the violin, piano, flute and guitar.

**LATEST SINGLE:** Miss Blane's smash single on Seville tagged "Bobby's Girl" swings into the No. 7 slot this week on the Hot 100 as a Star Performer.

## TRADE MARTIN

(Coed)

## PERSONAL MANAGER:

Ed E. Miller.

## BOOKING OFFICE:

G.A.C. BIRTHDAY: November 19, 1943.

## HOME TOWN:

Union City, N. J. Education: High school.

## HOBBIES:

Studying classical guitar. BACKGROUND: Martin was always interested in music and has learned to play the drums, piano and bass. Upon graduation from high school young Martin began immediately to pursue a show business career. For the past year he's been performing with his own band in local night clubs. Recently, one of Martin's demo records came to the attention of George Paxton, head of Coed Records. Impressed with his sound, Paxton signed Martin to a contract and recorded him in three separate sessions to find exactly the right music to release for a sure-hit single. Paxton's perseverance paid off. Martin currently is enjoying his first chart single. Martin is currently making personal appearances in a number of cities throughout the South, plugging his hot Coed disk.

# TV GUEST APPEARANCES

## BY RECORD TALENT

NOVEMBER 18-25

## SUNDAY 12—GORGIO TOZZI

Opera star Gorgio Tozzi appears in the title role of the NBC Opera Company's 16th Bellini opera (8:30 P.M., 9 P.M., 10 P.M., 11 P.M., 12:30 A.M.). Mr. Tozzi is recorded in this role on a new RCA Victor disc.

## SUNDAY 12—DICK CONTINO, KAT STEVENS

Accompanied Dick Contino and night club performer Kat Stevens will guest on the 16th Bellini opera (8:30 P.M., 9 P.M., 10 P.M., 11 P.M., 12:30 A.M.). Stevens is recorded in this role on a new RCA Victor disc.

## SUNDAY 12—ROBERTA PETERS, JEROME HINES

The Metropolitan Opera stars appear as "Moses of Florence" (8:30-10:30 p.m.). Miss Peters, who recorded her RCA Victor disc, "The Ball Song" from her album, "Lovers", Mr. Hines, who made his first TV appearance when he appeared on a recent radio show, sings the "Death of Bach" from his album, "The Goodbye". Mr. Hines has various recordings available on London and RCA Victor.

## MONDAY 13—THE FOURTEENS

This new folk group recording for Mercury Records will guest on the "Tonight" show (8:00-11:00 p.m.). Their first Mercury album, released this week, is called "Folk".

## TUESDAY 20—NAT KING COLE

Interested in Nat King Cole is scheduled to appear on the Gary Moore show (8:30-11:00 p.m.). Cole will play his hit chart platform, "Ramblin' on My Mind".

## WEDNESDAY 21—LEONARD BERNSTEIN and the N. Y. PHILHARMONIC ORCHESTRA

Recorded on the N. Y. Philharmonic Orchestra are presented in the sixth season program broadcast of the New York Philharmonic Young People's Concerts (8:30-10:30 p.m.). The noted conductor and orchestra's latest Columbia LP is "The Young People's Concerts" (Columbia).

## THURSDAY 23—PAT BOONE, PATTI PAGE, and PETER, PAUL and MARY

All will appear on Pat Boone's Thanksgiving Day show (8:30-10:30 p.m.). Boone's current RCA Victor disc, "I'll See You in My Dreams", will reach No. 1 on the charts.

## THURSDAY 23—JOHN CARL SANDRUBO, MAHALIA JACOBSON, GRANT JACOBSEN

All will perform on Pat Boone's Thanksgiving Day show (8:30-10:30 p.m.). John Carl Sandrubo, who recorded his RCA Victor disc, "I'll See You in My Dreams", will reach No. 1 on the charts. Mahalia Jacobson, who recorded her RCA Victor disc, "I'll See You in My Dreams", will reach No. 1 on the charts. Grant Jacobsen, who recorded his RCA Victor disc, "I'll See You in My Dreams", will reach No. 1 on the charts.

## NIGHT CLUB

## She's Peggy—That's All

The lovely and winning Peggy Lee returned to her favorite New York night spot, Basin Street East, last week (1), with a whole new set of new hand—with strings—led by her new arranger-conductor, Benny Carter. In honor of the occasion Basin Street East chief Ralph Watkins had the old bandstand torn down and a new one built, the better to display the thrush and the ork. And once again Peggy scores a personal triumph as she has every time she appears on the stage-side both.

New act, old act, Peggy is as wonderful as ever. She can turn a phrase on a rhythm tune or a ballad that is distinctly her own and is distinctly delightful. She can move from a mood of sorrow to a mood of exuberant joy within one song and carry the audience along with her from mood to mood. She knows how to use her hands, her body and her eyes, as well as her voice, and there are fewer singers about today who can compare with her. And she does it all while showing off that beguiling smile that makes her a joy to watch.

Peggy ran through close to a score of songs without repeating any of the older that have long identified her. She set the serious tone with "Close Your Eyes," "Bambles, Bangles and Beads," "Funny Man" (a real production number), "What Kind of Fool Am I?", "You're Mine, You" and "Strawberries and Wine." And she showed her up tempo work with swingers like "Nice and Easy," "I Gotta Be for Living," "Gonna Build a Mountain," and two great driving blues, "I'm a Woman" and "You've Gotta See Mama Every Night, or You Can't See Mama at All." The Carter crew jumped with them.

And after she had the audience in the palm of her hand, she came back to sing some of her oldies, including "You Gotta Have Heart," "Get Out of Here and Get Me Some Money, Too," and "I'm Gonna Go Fishin'." Peggy's new collection of songs is a bit quieter than her older, and the strings with the orchestra add a touch of moodiness to her ballads. But it wouldn't matter if Peggy didn't have the strings. She sets her own mood, and her month-long engagement at Watkins's club should again see her fans standing in line nightly. BOB ROLINZ

## TELEVISION

## A Big, Really Big Rodgers Salute

The Ed Sullivan TV stanza Sunday (4) was a big, bright, beautiful salute to composer Richard Rodgers. A long list of tonight's disk and music names took part in the celebration singing a myriad of Rodgers hits written over the past four decades. The show was done live before cameras and audience at Carnegie Hall.

The star-studded cast took part in a potent presentation of material drawn from the wealth of material written by the composer as collaborator with Larry Harman and Oscar Hammerstein II. In addition, Sullivan talked with Alan Jay Lerner, Rodgers' latest partner in the forthcoming show "Pick a Day," Arthur Fiedler directed the orchestra, except for the finale, "You'll Never Walk Alone," which the composer conducted himself. The chorus was under the staff direction of Robert De Cormier. Sullivan also read congratulatory telegrams from statesmen and celebrities.

Among the top record acts appearing were Peggy Lee, Peter Nero, Steve Lawrence, Roberta Peters, Cesari Sepi, Diahann Carroll, Gordon MacRae and Nancy Desautel. Tunes all were drawn from the Rodgers shows, and Miss Carroll sang two tunes from "No Strings Attached" current show, for which he wrote both words and music for the first time.

Only criticism viewers found in this ambitious and tuneful salute was spotty sound reproduction from the Carnegie stage. JACK MAHER

## CONCERT

## Otto Klemperer on a Bad Night

Otto Klemperer made his first appearance as guest conductor of the Philadelphia Orchestra at Philadelphia Hall in New York last week (6). A fortnight previously he had conducted the Philadelphia's in a widely acclaimed concert at Carnegie Hall as part of his first appearance as a conductor in the U. S. in more than 10 years.

In spite of the anticipation with which Philadelphia Orchestra subscribers had looked forward to Klemperer's first Philharmonic showcase, the concert was a disappointment. Much of this was due to the slow, languid tempo at which Klemperer conducted Beethoven's "Egmont Overture" and Brahms' Third Symphony. The latter appeared to fall apart after a forthright opening. Most surprising of all, the Philadelphia's sounded unsure of themselves, and there were occasions when sections were off on their attitudes.

Most impressive job on the part of Klemperer and the Orchestra was the performance of Schumann's Fourth Symphony. The spirited work was conducted vigorously and the Philadelphia responded with a strong sound that was usually marked the orchestra. It is hoped that Klemperer's next appearance at the new hall with the Philadelphia will live up to the high standard most of us expect from him. BOB ROLINZ

## FRIDAY 23—ANTHONY NEWLEY

The star of his Broadway show, "Step by Step"—Ward to get the new Broadway show on the TV screen, will play his hit chart platform, "The World's a Better Place with You in It."

## SUNDAY 25—TONTY BENNETT, THE HIGHWAYMEN

The Columbia recording after guests on the 16th Bellini show (8:30-10:30 p.m.). Bennett will sing his RCA Victor disc, "I'll See You in My Dreams", which will reach No. 1 on the charts. The Highwaymen, who recorded their RCA Victor disc, "I'll See You in My Dreams", will reach No. 1 on the charts.

## TALENT TOPICS

## Gospel Names Signed

Norman Lidsky, Savoy head, has signed a number of big gospel names for his label. He recently inked the Bullock Brothers of Boston, the Swinell Brothers of Louisiana, the Victory Choral Union of Philadelphia, the Newberry Sisters of Philadelphia and the Bibbetons of Buffalo.

## Melby Ork With Mathis

Dick Melby and his ork will be featured on the forthcoming Johnny Mathis package tour, which will play the East (Worcester, Jersey City, Hartford, Utica and Buffalo) on a number of one-nighters starting November 12. Melby's ork's segment will show off the band's swinging boom. Another featured is comic Alan Drake.

## New York

Steve Lawrence and Eydie Gorme, who just finished the par-for-the-course semi-monthly "record-breaking" engagement at the Savoy, became Copacabana for three-weeker starting November 15. . . . The current Larry Adler and Dapper-tie up at Actie D'Lagave's Village Gate marks first time they've worked the same hall in 10 years, though they first played together at Carnegie Hall in 1941. . . . Another Village attraction is Miles Davis and his quintet, who opened at the Vanguard last week.

Gene Krupa and his four move into the Metropole Fri-sat. . . . The current Larry Adler and Dapper-tie up at Actie D'Lagave's Village Gate marks first time they've worked the same hall in 10 years, though they first played together at Carnegie Hall in 1941. . . . Another Village attraction is Miles Davis and his quintet, who opened at the Vanguard last week.

The Actors' Studio benefit at Carnegie Hall November 29, which will also be a closed-circuit telecast for the National Culture Center in Washington, will feature Abe Burrows, Mike Nichols and Elaine May and you can't get much funnier than that.

Fred Waring, who at 62 ought to be getting weary of this kind of thing, is on the second month of his current tour of the country playing the Grand, N. D. (11); Bismarck (12), and Holdrege, Neb. (19). (Did somebody say, "And then he's going to work some of the smaller towns?") . . . The Highwaymen continue their college talk-singing tour at the University of Pennsylvania Friday (16) and at University of Maryland the next night.

Jackie Lytle, his Midwest with night at Kansas City Music Hall (14) and three dates in St. Louis American Theater (15-17). . . . The Champ on series of one-nighters in State of Washington, winding up in Seattle November 20. . . . Phyllis Diller into Radisson Hotel, Minneapolis for two weeks, November 12-28.

Music locking out of chairs and scuffling for position by performers when pretty and poised V Velasco, who has an album, "Columbia Records," will be in the BMW dealer's rooms this week. She is understudy to Diahann Carroll in "No Strings."

(Continued on Page 24)

# A NOVEMBER TO REMEMBER

## FANTASTIC FIDDLES



LMM-13024/LSS-14024

## MADCAP MANDOLINS



LMM-13023/LSS-14023

## BOSSA ZENTNER



LRP-3273/LST-7273

## HITS-A-PLenty



LRP-3260

## SOMETHING SPECIAL



LRP-3272/LST-7272

## BALLADS FOR BILLIONAIRES



LRP-3269/LST-7269

## SENTIMENTAL NARRATIONS



LRP-3266/LST-7266

## VENTURES IN ORBIT



BLP-2019/BST-8019

## TERMS

(includes November release and entire Premier Series catalog)

- 15% cash discount
- 100% exchange privilege
- Payments: 1/2 February 10, 1/2 March 10, 1963



# LIBERTY RECORDS

a subsidiary of Arnet Electronics Corp.







# SPOTLIGHT SINGLES OF THE WEEK

The pick of the new releases  
Strongest sales potential of all records reviewed this week.

# SINGLES REVIEWS

## Pop

### BOBBY VINTON

**LET'S KISS AND MAKE UP** (Trio, BMI) (2:27)—**TROUBLE IS MY MIDDLE NAME** (January, BMI) (2:28)—A strong pair of ballad sides for Vinton. On the first, he's the contrite lover, eager to end a lovers' quarrel. On the flip, he's warning his girl that he spells trouble for her. Big ork backing and a fem chorus, plus slick arranging, aids the pair. **Epic 9561**

### BRIAN HYLAND

**I MAY NOT LIVE TO SEE TOMORROW** (Pogo, ASCAP) (2:42)—**IT AIN'T THAT WAY AT ALL** (Pogo, ASCAP) (2:19)—On the top side, Hyland gives a weeper message a strong go in a neat, medium-rhythm tune, backed by a strong arrangement and a Nashville-style chorus. On the flip, Hyland chants a strong teen ballad in a slow and thoughtful manner, with a humming chorus behind the vocal, supported by tripelets. **ABC-Paramount 10374**

### BROOK BENTON

**STILL WATERS RUN DEEP** (Gib-Benday, BMI) (2:36)—**HOTEL HAPPINESS** (Day Ben-Manson, ASCAP) (2:40)—Benton gives an attractive, medium-tempo tune a tender reading on the top side. Lyric has a good bit of philosophy and Benton sells it all the way. Flip side has a solid sound in a smart, blues-styled tune. Both sides could break big. **Mercury 72055**

### JIMMY CLANTON

**DREAMS OF A FOOL** (Blacksmith, BMI) (2:12)—**DARKEST STREET IN TOWN** (Aldon, BMI) (2:20)—A fine weeper "Dream" tune with a good feel on the top side, spotlighting some strong vocal work by Clanton against strings and vocal chorus. There's a touch of the mysterious on the flip, but a strong rocking teen beat with fem chorus is evident. **Ace 8005**

### LAWRENCE WELK

**ZERO-ZERO** (Metrolion, BMI) (2:01)—A bright, bouncy, catchy ditty with a Parisian flavor loaded with some cute Welk gimmicks in the arrangement—a kazoo, a clavichord, group whistling, etc. The side has a big, happy sound and could step out. Flip is "Night Theme" (Norm-Laura, BMI) (2:24). **Dot 16420**

### JIMMY DEAN

**GONNA RAISE A RUCKUS TONIGHT** (Plainview, BMI) (2:51)—This could be Dean's biggest hit this year. It's a bright, cheery, Army-flavored novelty with a bang-up reading from Dean, helped by a hand-clapping choral group, and the march tempo's right in the groove. Flip is "A Day That Changed the World" (Cedarwood, BMI) (3:16). **Columbia 42600**

### THE CHAMPS

**THAT DID IT** (4-Star, BMI) (1:54)—The Champs have a bright side here with strong limbo touches that could have the teen set dancing to the disk. It has ineffective percussion sounds and horn work that make it a solid instrumental disk. Flip is "Variety Rock" (4-Star, BMI) (2:00). **Challenge 9174**

### CHRIS MONTEZ

**SOME KINDA FUN** (Rondell, BMI) (2:15)—The chanter follows up his hit "Let's Dance" with a pounding rocker that really moves. He sells it solidly over a potent teen-anted dance beat and strong organ support. Flip is "Tell Me It's Not Over" (Rondell, BMI) (2:34). **Monogram 507**

### BARBARA LYNN

**YOU'RE GONNA NEED ME** (Dandelion-Crazy Cajun, BMI) (2:35)—**I'M SORRY I MET YOU** (Crazy Cajun, BMI) (2:23)—Barbara Lynn could hit the top of the charts again with this new release. The top side brings back memories of her smash hit "You'll Lose a Good Thing" as the lass confidentially and sincerely explains why her boy friend will want her in the future. The flip, a catchy medium tempo rocker, shows off her powerful vocal style. **Jamie 1240**

### GENE CHANDLER

**YOU THREW A LUCKY PUNCH** (Jobete, BMI) (2:30)—Chandler has a solid effort here. Tune is an answer or a sequel to the Mary Wells hit, "You Best Me to the Punch" and gets an impassioned reading from Chandler. Solid backing is also evident. Flip is "Rainbow" (Conrad-Curtom, BMI) (2:45). **Veejay 468**

### THE PARIS SISTERS

**YES, I LOVE YOU** (Mother Bertha, BMI) (2:27)—Tender, warm emoting by the girls make this slow-moving ballad most appealing. Strong lead work and soft string backing adds to the disk. Could be a big one. Flip is "Once Upon a While Ago" (Rachel, BMI) (2:48). **Gremgalm 13**

### MARY WELLS

**TWO LOVERS** (Jobete, BMI) (2:45)—The "You Best Me to the Punch" girl comes through again with a strong reading of a catchy ballad with a teen-slanted lyric. Backing moves neatly and disk could take off. Flip is "Operator" (Jobete, BMI) (2:43). **Motown 1035**

### FRANKIE AVALON

**WELCOME HOME** (Quartette, ASCAP) (2:22)—Frankie Avalon turns in a bright, punching reading of a swinging tune, aided by a strong ork arrangement by Jimmie Haskell. One of Avalon's best sides in many months. Flip is "Dance the Bossa Nova" (Debmarr, ASCAP) (2:37). **Chancellor 1125**

### TIM YURO

**THE LOVE OF A BOY** (U. S. Song, ASCAP) (2:25)—Tim Yuro could stay on top of the charts with this attractive song which she puts over with her usual feeling, while the band backs her stylishly. Opening instrumental action is solid. Flip is "I Ain't Gonna Cry" (Hill & Range, BMI) (2:18). **Liberty 55519**

## Country & Western

### WEBB PIERCE AND MEL TILLS

**HOW COME YOUR DOG DON'T BITE NOBODY** But (Cedarwood, BMI) (2:15)—SO SOON (Cedarwood, BMI) (2:14)—Webb Pierce and Mel Tills join forces for a power-packed reading of the novelty tune on Side One which could make a big one in the country field. Side Two spotlights Tills alone singing a country weeper in a moving style. **Decca 31445**

### HAWKSHAW HAWKINS

**BAD NEWS TRAVELS FAST (IN OUR TOWN)** (Central, 2:20)—This is one of Hawkshaw's best sides in some time. Tune is a fine country weeper and the singer sells it with touching tenderness over effective country backing. Flip is "Let Them Talk" (J. & C.-Big Star) (2:33). **King 5696**

## ★★★★ STRONG SALES POTENTIAL

### GERRI FRANKER

**★★★★ ANY IT FANS—BIG TOP 3126—** Scintillating reading by Gerri here on a few dance side. The tune has light, punching ork work, the disk is in fine form throughout on the side. (Hill & Range, BMI) (2:00)

**★★★★ (Return to Sender) Don't Want Your Letters—** The gal sings this answer song of the "Return to Sender" Elvis Presley's current hit. The side has a brisk beat with fine work from Miss Granger and femme vocals in support. (Pricely, BMI) (1:55)

### BOBBY SMITH AND THE DREAM GIRLS

**★★★★ Your Lonely Desire Ways—** BIG-TOP 3127—Another ballad with some foot stomping sets this one up. It's also got strong lead singing and the girls fill out the background with fervor. It's a strong go-getting side that has good potential. (Vicki, BMI) (1:50)

**★★★★ New He's Gone—** There's a touch of the minor sound in this one that might make it appealing to teens. The side features some strong playing in the background and strong beat. (Vicki, BMI) (1:59)

### THE HIGHWAYMEN

**★★★★ I Know Where You're Going—** UNITED ARTISTS 540—This is a soulful version of the folk favorite with some strong playing by the lads. The side has a sound that could go across all stations and could receive wide exposure. (J. Shinn, BMI) (1:37)

**★★★★ Well, Well, Well—** This side has a spiritual sound and has a familiar ring. It's a good one for the group and they sing it with fervor and it builds. Strong but simple arrangement makes it go. (McGee-Traut, BMI) (2:37)

### FILDTOWN MEN

**★★★★ Tequila Rosa Nova—** CAPITOL 4173—Strong dance item here that serves up a bit of the bossa nova sauce along with a heavy flavoring of the Latin-rock style that made "Tequila" a hit. (Jac, BMI) (2:00)

**★★★★ Night Shift—** Ocean's roar and thumping drums open up this medium tempo dance item for teens. It has the best with strong work from vocal and instrumental. (4-Star, BMI) (2:20)

### MAURICE CHEVALIER AND MAYLIE MILLS

**★★★★ Under My VISTA 409—** Two movie and music stars sing this tune from the disk "In Search of the Castaways." It is a delightful, lightened-up ditty that might go with stations programming for softer, beer music disks. (Wonderland, BMI) (2:06)

**★★★★ Let's Choo—** Another nice novelty ditty here that features Miss Mills multi-tracked with Chevalier singing in his personable style. (Wonderland, BMI) (1:27)

### JERRY LEE LEWIS

**★★★★ Good Golly Miss Molly—** SUN 332—This was once a smash for Little Richard and Jerry and his pumping piano band is a coming reading. A lot going on here. The side pulsates. (Venter, BMI) (2:10)

(Continued on page 20)

## ORIGINAL BROADWAY CAST

DAVID MERRICK  
BERNARD DELFONT

ANTHONY NEWLEY  
**STOP THE WORLD—I WANT TO GET OFF**  
ANNA QUAYLE  
A New Style Musical

BRICUSSE NEWLEY

ANTHONY NEWLEY

Includes such great songs from the show's score as: "What Kind Of Fool Am I," "Gonna Build A Mountain" and "Once In A Lifetime"

exclusively on

London RECORDS

The pick of the new releases:

## SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 12

## BAD BOSSA NOVA

Gene Ammons, Prestige PR 7257 (M) — Tenor saxist Ammons, who always does well, should pull some strong sales with this LP of bossa and other Latin beats. The touch is undeniably that of the Ammons pushing tenor, and the material showcases his talents in new and unusual forms. He is backed throughout by an augmented rhythm section with two guitarists (Ken Burrell takes some fine solos), and Hank Jones is a standout on piano. "Anna" (Pagan Love Song) and "Yellow Bird" are some of the better tracks.

## Classical

## MOZART: THE "HAYDN" QUARTET (3-127)

Juilliard String Quartet, Epic SC 6843 (M); BSC 143 (S) — The six string quartets composed by Mozart in the later years of his musical career are no strangers to recording catalogs and are, in fact, chamber music "standards." Dedicated to Haydn, they show Haydn's influence but more importantly Mozart's tremendous musicianship and feeling for chamber works. As performed by the Juilliard Quartet, they fairly gladden with the high polish of technical perfection, aided by well-mixed recording. A strong "basic library" package for dealers and serious-music stations.

**EVERYONE**  
will Love the  
**NEW LOOK**  
of  
**BILLBOARD**  
MUSIC WEEK

Coming  
January 5

## OTTO KLEMPERER CONDUCTS KURT WEILL'S SUITE FROM THE THREE PENNY OPERA

Angel S 35927 (M)—Glowing performances of Kurt Weill's suite from the "Three Penny Opera" plus three works by Johann Strauss, makes this an outstanding new release. The orchestra is under the direction of Otto Klemperer, who is now making his first appearance in the U. S. (with the Philadelphia Orchestra) in many years. Attractive cover, fine sound, and the names of Klemperer and Weill should help this set sell.

## DELIUS: BRIGG FAIR, IN A SUMMER GARDEN, OTHER WORKS

Philadelphia Orchestra (Ormandy), Columbia ML 5776 (M); MS 6376 (S)—The 100th anniversary of Delius' birth is the occasion for this fine album, which features four Delius selections, including "Brigg Fair," "In a Summer Garden" and "On Hearing the First Cuckoo in Spring." The Philadelphia Orchestra, under Eugene Ormandy, performs them tastefully and romantically, showing off the shining Philadelphia Orchestra sound. Lovely cover art is most appealing.

## SAINT-SAENS: PIANO CONCERTO NO. 4; FAURE: BALLADE FOR PIANO AND ORCHESTRA, THREE PRELUDES

Robert Casadesu, New York Philharmonic (Bernstein), Columbia ML 5777 (M); MS 6377 (S)—A superb performance of the Saint-Saens Piano Concerto No. 4 for Piano and Orchestra, by Robert Casadesu and the New York Philharmonic Orchestra under Leonard Bernstein. For good measure there are some lovely Faure works, the Ballade for Piano and Orchestra, and three Preludes. Attractive cover should help sales.

## MAGNIFICENT TWO-PIANO PERFORMANCES

Leonid Hambro and Jascha Zayde, Command CC 11013 SD (S)—Two pianos here played with delicacy and verve by Messrs. Hambro and Zayde. The stereo recording, of course, is superb and the material chosen of particular suitability to the artists. Works on the LP are Franck: "Prelude and Variations," Saint-Saens: "Minuet and Gavotte, Opus 65"; Debussy: "En Blanc Et Noir," and Poulenc: "Sonata." This is one for every collector interested in the two-piano sound.

## STRAUSS WALTZES

Chicago Symphony (Reiner), RCA Victor LM 2506—A delightful program of Strauss Waltzes played by the Chicago Symphony Orchestra under the baton of Fritz Reiner should help this album achieve strong sales in the classical field. Selections include "Arist's Life," "Vienna Blood," "Roses From the South" and the "Treasure Waltz." Sound is first-rate and cover is attractive, too.

## Children

## SONGS IN SPANISH FOR CHILDREN

Various Artists, Columbia CL 1897 (M); CS 8697 (S)—A charming and educational album, of interest to parents whose children are learning Spanish, and to progressive educators. The songs are Spanish versions of familiar children's songs (such as "Ten Little Indians") or songs sung by Latin-American youngsters. The lyrics are sung in clear, simple fashion with combo backing and a chorus of youngsters. Accompanying the record is an English-Spanish guide to the lyrics which simplifies the "teaching problems."

(Continued on page 15)

## Reviews of New Albums

Continued from page 12

\*\*\* BOSCA NOVA  
Lenny Holmes, United Artists UAS 643 (M); UAL 3341 (M)—Another mighty pleasing bossa nova set meant to catch the current excitement about this style in this country. This one features an all-star group of jazz and studio musicians under the Lenny Holmes baton. The scintillating bossa nova ensemble includes some fine flute and tenor sax work also featured. Tenor saxist sounds like Jimmy Gifford. Light and airy should score well with easy listening and non-rock programmers. Besides "Braziliana" and "Recorder" there are fine performances of "Baba," "Parfuma" and "Pousada."

## \*\*\* LOOKING BACK

Ace Cannon, HI 382 (M); HSE 3280 (S)—Cannon, who has been recognized for some time for his superior work on tenor sax, moves over to alto here, and turns in some mighty credible performances. There's much variety on the 12-track LP, and the set should be a good teen dance package. The album is made up almost exclusively of standard tunes with one of the exceptions, the artist's current single "Vibrate." A vocal accompanies the instrumentalist on a few of the tracks and a strong rhythm section, which features organ, guitar and piano, chip in with strong support. "Looking Back," "Blue Prelude" and "Foggy River" are some of the better tracks.

## \*\*\* AN EVENING WITH ROMBERG

Carmen Dragon and the Hollywood Bowl Pops Ork., Capitol W 1864 (M); SW 1864 (S)—Leonid Hambroberg was a composer with a fine sense of romanticism in the student, and this roundup of his more popular tunes ("Breeze from 'The Student Prince,'" "One Alone" from "The Desert Song," etc.) as played by Carmen Dragon and a large, string-filled orchestra, is true to the Romberg traditions. Most of it is pure sentimentality, but some listening stations and adult record buyers will like it.

## \*\*\* AN EVENING WITH COLE PORTER

Carmen Dragon and the Hollywood Bowl Pops Ork., Capitol W 1865 (M); SW 1865 (S)—A melodic roundup of Cole Porter's top hits, 10 in all, which include "Begin the Beguine," "So in Love," "I've Got You Under My Skin," among others. They're given lush, big orchestration by Carmen Dragon, and the result is a fine album for Porter fans and radio programmers. Stereo sound on this album is big and spacious.

## \*\*\* THE LIGHT FANTASTIC

Andre Previn Trk., Columbia CL 1888 (M); CS 8688 (S)—This album is actually a sort of jazz-fusion tribute to one of Andre Previn's idols — dancer-actor Fred Astaire. The tunes are all numbers which have been associated with Astaire's long career in Broadway and movie musicals, and include Previn's version of "Let's This a Lovely Day," "A Foggy Day," "A Fine Romance," etc. The style is typical Previn, and the result highly listenable.

## \*\*\* BRANLY PIANO

Joe (Pagan) Carr, Warner Bros. W 1456 (M); WS 1456 (S)—Here's the perfect platter for apartment dwellers who want to break

(Continued on page 16)

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• Continued from page 14

● Continued from page 14

#### ★★★★ VOCAL STYLINGS OF "THE

**GENIUS' IN HARMONY**  
Anita Kerr Sings, RCA Victor LP 2581 (M); LSP 2581 (S)—The highly talented Anita Kerr group scored well with an earlier album dedicated to "Nashville, the Hit Sound," and here they do a sort of about face as they take to the wonderful tune made big by Ray Charles, in what might be called the country world's salute to Charles. The gospel and blues are made in evidence both in the piano flourishes, instrumentation and the material, like "Hard Times," "Drown in My Own Tears," "I Got a Woman," "Who'd I Say" and "Hit the Road Jack." Another example of the versatility of this fine group. Solid listening.

★★★★ SI ZENTNER AND HIS ORCHESTRA PLAY DESAFINADO  
Liberty LST 7273 (54) LRP 3273 (M)  
Bright and lightly swinging performances of a flock of tunes in bossa nova rhythm including the current hit "Desafinado," the big-sounding Zentner crew. Also included are "Caravan," "Midnight Sun," "Maria" and "Star Eyes." Could move to bossa nova fame.

★★★★ THE BIG HORN OF LITTLE (J) Charlie Teagarden and his Group, Coral CRL 75480 (M); CRL 757410 (B) (Charlie Teagarden, like his brother Jack, is from the old school. The difference is that the former is much less heard from than the latter. To the fans of that earlier touch, this album with the trumpet man fronting a swinging, rhythm combo, should be a welcome sight. The trumpet with piano, bass and guitar, turned this program over in a live performance at the Silver Slipper in Las Vegas and crowd background noise abounds: "Anything Goes," "Chairman, " "Yesterdays" and "Thou Swell" are complete.

## LOW-PRICED POPULAR

★★★★ HAWAII  
Surfmen, Somerset. RF 17100 — 17  
Hawaiian trend could help sales of the  
Hawaiian set on the racks. It spotlights the  
Surfmen singing such familiar items as  
"Aloha Oe," "Moon of Manakoa," "Ha-  
waiian Wedding Song" and "Lovely Hu-  
bonds."

\*\*\*\* **BLUES, WHEN YOUR LOVER HAS GONE**  
Pete Condon, Somerset SF 17200—Pete Condon and group of top jazzmen perform a listenable collection of blues here, and the set makes for solid listening. The tune range from "Blues in the Night," to "When Your Lovet Has Gone," and Condon's fine trumpet work weaves a neat spell. Fine value for low price market.

★★★★ FOR YOUR PARTY—  
POPULAR DANCE TEMPOS  
Various Artists. Somerset SF 17966—

pleasant program of varied dance fare played by a band which can sound like Glenn Miller one moment and the late twist group the next. There are generous samples of slow fox trots, circa 1940; cha-cha; twisks; waltzes, etc., and the store effect is most agreeable. Numbers include "Woodchoppers Ball," "Big Ben Twist," "The Waltz You Saved for Me" and "Moonlight." —*Samuel*

★★★ THE SOUL OF MEXICO—101 Strings, Somerset SF 17000—Luscious performances of tunes associated with Mexico, by the 101 Strings. The selections include "Mexican Hat Dance," "It Happened in Monterey," "Mexicali Rose" and "Cielito Linda." Good wax for the rock and chairs.

\*\*\* LIMBO PARTY  
 If you and his Limbomaniacs. Somers  
 SF 17606—The limbo is all the rage  
 the dance of the moment and both kids  
 and adults have taken to it. Here's a  
 calypso group which plays a flock of  
 familiar items in this genre, all with basi-  
 cally the same beat. You can limbo to the  
 all. At the same time, non-dancing fa-  
 vor who simply like calypso will find this  
 combo to their liking. The well-known (5  
 most, part) repertoire includes "Jamal  
 Farell," "My Mongoose," "Mary Ann  
 and "Man Smarter, Woman Smarter." C  
 be a steady rock item, while the C  
 holds on.

\*\*\* MODERATE  
SALES POTENTIAL

### SALES POTENTIAL

★★★ HARMONICA MERRY-GO-ROUND

**ROUND**  
Borrah Minevitch, Guest Star C 14  
(Continued on page 14)

(Continued on page 18)



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# SPOTLIGHT SINGLES OF THE WEEK

Strongest sales potential of all records reviewed this week.

## Continued from page 13

### BOBBY LORD

**DON'T SHED ANY TEARS FOR ME** (Acutt-Rose, BMI) (3:49)—Here's a potent country entry from Lord who sings a tune which tells of a young Civil War soldier writing home to his mother. He talks of the impending battle of Gettysburg against effective backing. The flip is "Out Behind the Barn" (Acutt-Rose, BMI) (2:34). Hickory 1190

### JUDY LYNN

**MY SECRET** (Glad, BMI) (2:41)—I JUST WANT TO SEE YOU ONCE MORE (Glad, BMI) (2:39)—The country throne is now riding high on the c.d.w. charts, should repeat her strong success with this strong new disk. She sells both tunes with feeling and warmth, with the initial action probable on the topper "My Secret." However, the flip, a good weeper, also should do well. United Artists 519

## Christmas

### PHILADELPHIA ORCHESTRA

**COME LET US BE FAITHFUL** (ADESTE FIDELIS) (Blackwood, BMI) (2:02)—A superb rendition of traditional Christmas music here by Eugene Ormandy and the Philadelphia Orchestra. Side also features the Temple University Chorus in a fine inspiring style. It should also get much action for it is from a hot LP called "The Glorious Sound of Christmas." The second side is "Come Little Children" (Blackwood, BMI) (1:47). Columbia 42621

## Rhythm & Blues

### JIMMY REED

**LET'S GET TOGETHER** (Conrad, BMI) (2:22)—OH, JOHN (Conrad, BMI) (2:12)—Reeves has a potent double for the R&B market here. The first side is a rolling tribute to the bar medium tempo tune that has spice and beat. The second side is equally appealing with Reed singing the tune over bluesy backing in a walking tempo. Either or both here. Veejay 473

## Reviews of New Albums

### Continued from page 18

the feeling is definitely tongue-in-cheek in these folk-type backing and a small chorus. The lyrics of numbers like "John Black" and "Rainy Day" have satirical bite and are really party fare for sophisticated. Not for standard pop programming, but handy for far-out FM stations.

## INTERNATIONAL

**THE GERMAN WUNDERKINDS**  
Various Artists, Capitol T 16291 (M) 12—The "Wunderkinder" is what you want to be in the "Wunderkinder" in Europe. The lyrics of numbers like "John Black" and "Rainy Day" have satirical bite and are really party fare for sophisticated. Not for standard pop programming, but handy for far-out FM stations.

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## LESSONS IN LOVE

Helen Grier Brown, Crescendo GNP 45—There'll be a lot of behind-the-back cocktail party meekness in this one, but Helen Brown, author of "Set and the Single Girl," sings some of the most direct songs to be her major preoccupation. She seems to be, for instance, how to discuss being "naïf" without getting caught (the two husbands and, unfortunately, on what she should say to each other, but on catching the boss "roving eye," when Helen Brown, who wants to be a part of her own staff is extremely powerful. Helen Brown and neither is the Abigail. Helen Brown, who wants to be a part of the street and frenzied on this kind of thing. Now for your maiden mind from Dubuque.

## JIMMY McCrackin

**BITTER PILL** (Travis, BMI) (2:49)—McCrackin, who just joined this label, shouts out words of admonishment to his girl against a pounding beat. Band and chorus offer solid support. Flip is "Head Over Flip" (Travis, BMI) (2:49). Imperial 8840

## Sacred

### JOHNNY CASH AND THE CARTER FAMILY

**(THERELL RE) PEACE IN THE VALLEY (FOR ME)** (Hill & Range, BMI) (2:43)—**WERE YOU THERE (WHEN THEY CRUCIFIED MY LORD)** (Johnny Cash, BMI) (3:51)—Two excellent outings for Cash and the Carters that are bound to score in the sacred field. The first is a beautiful reading by Cash with eloquent support from the Carter Family of the inspirational favorite. The second is a touching version of the familiar spiritual with a big assist coming from the Carter Family. Columbia 42615

## ROBBIE MARTIN

**ALL-AFRO-CORAL** (Glad, BMI) (2:41)—A pretty ballad with a nostalgic melody. The through gives it a flavoured reading and it could get a lot of juke play. (Milestone, ASCAP) (2:22)

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sion of "Wayfarer" Stranger." His music is more of a familiar, double rhythm in the guitar. Side builds nicely. (Columbia, BMI) (2:11)

**\*\*\*TUM AROUND-A** soft and pretty ballad with a nostalgic melody. The through gives it a flavoured reading and it could get a lot of juke play. (Milestone, ASCAP) (2:22)

**NANCY SINATRA**  
\*\*\*Vee Jay—See Any—REFRIGERATOR 2017—Here's a pretty ballad sung with a beautiful voice. The two songs are "See Any" and "Refrigerator." The through gives it a flavoured reading and it could get a lot of juke play. (Milestone, ASCAP) (2:22)

**\*\*\*Tonight You Belong to Me—The** through gives it a flavoured reading and it could get a lot of juke play. (Milestone, ASCAP) (2:22)

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(Continued on page 22)



1

*Ray Anthony*

**LET ME ENTERTAIN YOU**

*b/w*

*The Wishing Star*

*(Love Theme from "Taras Bulba")*

**#4876**

2

*The Beach Boys*

**TEN LITTLE INDIANS**

*b/w County Fair*

*(from their current smash-hit  
album, Surfin' Safari)*

**#4880**

3

*The Green River Boys*

*Featuring Glen Campbell*

**KENTUCKY MEANS PARADISE**

*b/w*

*Truck Driving Man*

**#4867**

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ME"**

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RAINED ON"**

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THE MEDALLIONS**

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**"WHY DO YOU  
LOOK AT ME"**

b/w

**"YOU ARE IRRESISTIBLE"**

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with

**CLINT MILLER**

**"DRUMMER BOY of SHILOH"**

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# TALENT TOPICS

Continued from page 10

## Chicago

Jerry Murad's Harmonicas, who record for Columbia, will continue to be represented by McClellan, veteran talent agent who was recently named General Artist Corporations vice-president in charge of outdoor and special events with offices in Chicago. . . . Gene (Duke of Earl) Chandler opens his Regal this week. . . . The Jazz Crusaders tour the Southland to help Earl Abern and Art Sheridan celebrate their first year's anniversary. It's been a good year for the pair and an even better year for Chicago jazz. . . . A lot of talk at Vee Jay about a possible Academy Award nomination for "Tara Bulba." If so, they hope to get Jerry Butler to sing the tune on the television spectacular. In the meantime, it's a big push on Butler's single taken from the film. . . . Dizzee Gillespie is being hired for a featured appearance here in November. He just concluded a stint in New York's Lincoln Center. . . . Adam Wake returns to Chicago in December for an appearance with Joey Bishop. . . . Laura Lane has been pacted for the Sahara Motel for an appearance with Jackie Mason for three weeks in December. . . . It's a happy homecoming for Dick Sterling of Sterling and Barmel, who returns to the Windy City for the first time in 13 years. He was born and raised on the city's South Side. . . . Our congratulations to Will Jones, the recent death of his father. The folk-singing ace had to postpone a Playboy engagement, Mercer, until November, has settled here permanently and will cut a session this month for his own firm, Executive Records.

NICK BERO

## Philadelphia

Bossa nova makes its local bow with an Academy of Music book on Friday, November 30, with Stan Getz, Herbie Mann and Joao Gilberto offered for the concert music making plus Pat Thomas' singing. . . . With Earl Deasy stepping down after a decade of batoning at the spot, Carmen Dee becomes the new music maker at Palumbo's. . . . Count Basie is due at Penn's November 26. . . . Vocalist Richie Mayo takes over the management of the Express, naming himself and inaugurating it after himself and singing on Sunday jazz sessions. . . . Joan Diaz folk song concert at Town Hall November 21 has racked up a phenomenal advance take of almost \$3,000 to date — more phenomenal considering the recent local drop-out at the Academy by Stan Kenton and Dave Brubeck — the latter garnering a mere \$3,600.

MAURIE H. ORODENKER

## Boston

Recording stars are crowding each other in the Hub. Tony Bennett with the Ralph Sharon Trio is set for this week at Symphony Hall. . . . Harry Belafonte will do a 10-day stand at the Donnelly Memorial starting November 30. . . . The Seven Productions did well on a Sunday afternoon date with Peter, Paul and Mary. Jimmy Durante came into the Boston Garden November 30 for one night in

a charity benefit. . . . The Regimental Band of the Scots Guards and the pipers of the Argyll and Sutherland Highlanders plays Boston Garden (24).

The Dixie Cate Opera Company packing the Shubert Theater in its two-week stand with many performances s.r.o. . . . The Timelinters, who sold out in their last appearance here, did it again in a one-nighter at Symphony Hall. . . . Sergio Franchi, RCA Victor's find, packed the Music Hall for four days when he appeared at the big film house along with "The Manchurian Candidate."

CAMERON DEWAR

## Pittsburgh

Milton Berle will launch his Pittsburgh night club debut March 1 at John Bertera's Holiday House at a figure supposed to be the highest ever paid an entertainer at any local club. Also set for the same spot, which is now Jim Backus, Joe E. Lewis, Jackie Mason, Jackie Wilson, the Mills Brothers and the Vagabonds. . . . The Timelinters have been booked into Soldiers and Sailors Memorial Hall on November 23.

The Jackie Mason show, scheduled for the 800-seat Syria Mosque on November 6, was suddenly canceled due to a shaky advance. . . . Soprano Genea Ramsey will appear at a Carnegie Music Hall concert on November 24 co-sponsored by the Music Guild of Pittsburgh and the Alpha Kappa Alpha Sorority, Alpha Omega chapter. . . . Guy Lombardo, a regular visitor to the Twin Coaches, is currently appearing there on a nine-night stand.

The Royal Scots Highlanders have a November 30 date at the Civic Arena sponsored by John ("Ice Capades") Harris. . . . Payille Diller, now at Holiday House, is making her debut at that club. All of her previous club dates have been at the Horizon Room. Incidentally, Miss Diller headlined a United Fund radio show which was broadcast over most radio stations on November 6 from the Pittsburgh Playhouse.

"Lonesome Waters," recorded by Johnny Burnett for Liberty, was written by Elmer Willert, of the Vogue Terrace night club, and Al Laitor, co-manager of John Zappone and Anthony Prezida. . . . Bright Nilsson will star in the Pittsburgh Opera's second production "Turandot" at the Syria Mosque on November 29 and December 1 under the direction of Richard Karp. . . . Mort Locker, branch manager at the Viceroy in this area for Hamburg Brothers, hosted a cocktail party on November 24 at Carlton House for Henry Mancini, whose orchestra and the Smoothies Brothers were featured at Syria on November 9.

Among the November hopefuls which have started off well are the Irving Berlin score, "Mr. President" and Columbia's "Touche Is My Middle Name" by Bobby Vinton, and "Here Comes the Pain," by Adam Wake, both on Epic. . . . "White Wine" by Larry Remy, A.J., "Gypsy Called," by Lou Christie on Roulette, and Lawrence Welk's "Zorro" on Decca.

Stanley Gorkovik, Capitol general manager, is due in soon from Hollywood to look over the Pittsburgh situation. . . . Roger Karsner, local branch manager, Gene Plater and Richard Bethel are new additions to the local Capitol sales staff.

LEONARD MENDLOWITZ

# THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING NOVEMBER 17

The Honor Roll of Hits comprises the nation's top tunes according to record sales and disk jockey performances as determined by Billboard Music Week's weekly nationwide surveys.

This Week	Last Week	Title	Composer-Publisher	Weeks Chart
1	2	BIG GIRLS DON'T CRY	By R. Crews-B. Goodin—Published by Mchob (ASCAP)	4
2	5	RETURN TO SENDER	By G. Buckwalter-W. Scott—Published by Elvis Presley (BMI)	4
3	1	HE'S A REBEL	By Gene Pitney—Published by January (BMI)	7
4	3	ALL ALONE AM I	By Roddicks-Altkins—Published by Duxton (BMI)	6
5	6	NEXT DOOR TO AN ANGEL	By H. Greenfield-N. Bedaks—Published by Alton (BMI)	5
22	8	BOBBY'S GIRL	By Hoffman-Klein—Published by A.M.E. (BMI)	2
7	9	GINA	By F. Vance-C. Carr—Published by Elm Drive (ASCAP)	5
8	4	ONLY LOVE CAN BREAK A HEART	By H. David-B. Buchanan—Published by Arch (ASCAP)	8
15	15	THE CHA-CHA-CHA	By Mann-Appel—Published by Kaiman (ASCAP)	3
10	11	LIMBO ROCK	By W. E. Strange and Joe Shelton—Published by Four Star-Twist (BMI)	5
11	19	DON'T HANG UP	By Mann-Appel—Published by Kaiman (ASCAP)	2
7	7	MONSTER MASH	By B. Pickett-L. Caplan—Published by Capras (BMI)	9
13	14	NOTHING CAN CHANGE THIS LOVE	By Sam Cooke—Published by Kaga (BMI)	4
14	8	DO YOU LOVE ME	By Jerry Gordy Jr.—Published by Jobete (BMI)	9
16	10	POPEYE (The Hitchhiker)	By Dave Apple-Kal Mann—Published by Kaiman (ASCAP)	7
21	21	DESAFINADO	By Jobete—Published by Jobete (BMI)	4
17	13	CLOSE TO CATHY	By K. Goodman-E. Shuman—Published by Arch (ASCAP)	5
18	17	JAMES (Hold the Ladder Steady)	By John B. Loundermil—Published by Acuff-Rose (BMI)	4
19	26	LOVE ME TENDER	By Forley-Mann—Published by Elvis Presley (BMI)	3
20	28	RIDE!	By Sheldon-Leon—Published by Woodcrest-Check-Off (BMI)	2
21	—	THE LOVELY LAD	By Sol Lata—Published by Alton (ASCAP)	2
22	30	DANCE WITH THE GIUITAR MAN	By Eddy Harlow—Published by Lindeman (BMI)	2
23	16	WHAT KIND OF FOOL AM I	By Navley-Brice—Published by Luffow (BMI)	6
24	25	I'VE GOT A WOMAN	By Ray Charles—Published by Progressive (BMI)	3
25	12	SHERRY	By K. Carlini—Published by Bobob (ASCAP)	12
26	—	MY OWN TRUE LOVE	By M. David-M. Sinner—Published by Remick (ASCAP)	1
27	23	I LEFT MY HEART IN SAN FRANCISCO	By D. Cron-G. Corp—Published by General (ASCAP)	7
29	19	I WAS SUCH A FOOL	By Carole Sindell—Published by Frazoon (ASCAP)	2
27	27	SURFIN' SAFARI	By Wilson-Love—Published by Guild (BMI)	9
30	—	THAT STRANGER USED TO BE MY GIRL	By S. Barco-F. Weinmann—Published by Winton (BMI)	1

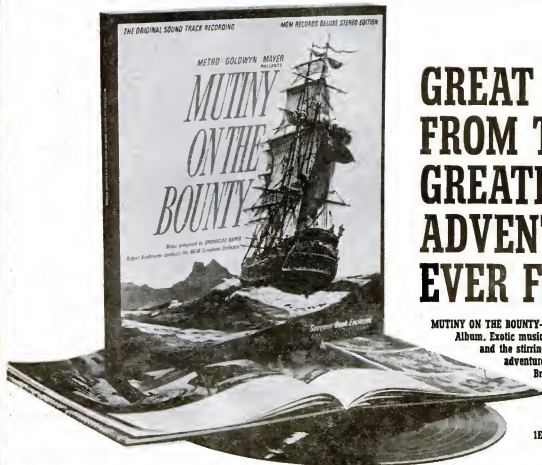
## RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

1. BIG GIRLS DON'T CRY—Four Seasons, Vee Jay 465.
2. RETURN TO SENDER—Elvis Presley, RCA Victor 1004.
3. HE'S A REBEL—Gene Pitney, Liberty 5549; Crystal, Phillips 1946.
4. ALL ALONE AM I—Bobby Darin, Decca 1143; Sandy Lynn, Twin Hits 2026.
5. NEXT DOOR TO AN ANGEL—Neil Sedaka, RCA Victor 8865; Kit Fleming, Twin Hits 2034.
6. BOBBY'S GIRL—Marble Ales, Berlin 116.
7. GINA—Johnny Mathis, Columbia 4282.
8. ONLY LOVE CAN BREAK A HEART—H. David, Warner 1823; Chart Avert, Twin Records 2020.
9. THE CHA-CHA-CHA—Bobby Rydell, Cannon 224.
10. LIMBO ROCK—Chubby Checker, Parkway 849; Billy Wells, Twin Hits 2036.
11. DON'T HANG UP—Orleans, Cannon 231.
12. MONSTER MASH—Bobby Darin, Capitol 44167.
13. NOTHING CAN CHANGE THIS LOVE—Sam Cooke, RCA Victor 8638.
14. DO YOU LOVE ME—The Coasters, Gentry 7965; Billy Wells, Twin Hits 2036.
15. POPEYE (The Hitchhiker)—Chubby Checker, Parkway 849; Bill Wyko, Decca 1140.
16. DESAFINADO—The Contrasts, Twin Hits 2032; Ella Fitzgerald, RCA Victor 1004; Chubby Checker, Vee Jay 465; Bob Dylan, Liberty 5512; Lloyd Maye, United Artists 500; Fonda Forman, ABC-Paranormal 1036; Mark Taper, Liberty 5512; Pat Thomas, MGM 13102; Si Zentgraf, RCA Victor 1004.
17. CLOSE TO KATHY—Mia Culotta, United Artists 489; Ed McGrady, Liberty 5512.
18. JAMES (Hold the Ladder Steady)—Joe Thompson, Hickory 1183; Sandy Lynn, Twin Hits 2035.
19. RIDE!—The Lee Remick Band, MGM 13997.
20. RIDER!—Dee Dee Sharp, Cameo 236.
21. THE LOVELY LAD—Tijuana Brass, A & M 703.
22. DANCE WITH THE GIUITAR MAN—Doris Day, RCA Victor 8867.
23. WHAT KIND OF FOOL AM I—Kornie Aldrich, London 9753; Shirley Bassey, United Artists 503; Connie Francis, RCA Victor 1004; Bobby Darin, Capitol 4427; Betty Dumars, Jubilee 1004; Billy Eckstine, Mercury 1004; Bobby Darin, Liberty 5512; Robert Gordon, Columbia 42519; Woody Herman, Philips 40021; Nat King Cole, RCA Victor 1004; Newley, London 9546; Kelly Rowland, RCA Victor 1004.
24. I'VE GOT A WOMAN—Joanne McArthur, Sun 778; Jimmy Smith, Bluebird 1004.
25. SHERRY—The Four Seasons, Vee Jay 465; The Four Seasons, Vee Jay 465; The Four Seasons, Vee Jay 465.
26. MY OWN TRUE LOVE—Dupree, Coed 571.
27. I LEFT MY HEART IN SAN FRANCISCO—The Four Seasons, Vee Jay 465; The Four Seasons, Vee Jay 465; The Four Seasons, Vee Jay 465.
28. I WAS SUCH A FOOL—Connie Francis, MGM 13996.
29. SURFIN' SAFARI—The Beach Boys, Capitol 4777; Chart Avert, Twin Hits 2034.
30. THAT STRANGER USED TO BE MY GIRL—The Four Seasons, Vee Jay 465; The Four Seasons, Vee Jay 465.

WARNING: The title "HONOR ROLL OF HITS" is a registered trademark and the listing of hits has been compiled by Billboard Music Week. Use of either may not be made without the express written consent of Billboard Music Week at 1564 Broadway, New York 24, N. Y.

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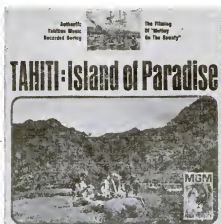
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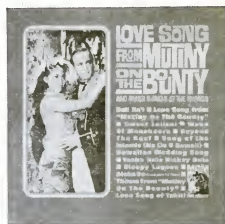
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**Chart Scramble**

**NEW YORK**—A type in last week's British chart confused people 16 and 17. No. 16 should have been "Bobby's Girl" by Susan Maughn (Philips). — *Randy H. Mc.* No. 17 should have been "Kid Galahad" (EP) Elvia Presley (RCA)—Aberbach-Belinda. Apologies to the New Musical Express who supply the chart, and for those inconvenienced by the goof.

into a 60-minute record hop format with scope for performing guests.

**Visitors**

**Louis Benjamin, Pye Records** general manager and director, left London November 3 for a week's visit to Tokyo. . . . **Record Records** Managing Director **Jeff Kruger** left London November 4 for a week's visit to the Continent. In addition to visiting Embur licenses in Amsterdam and Brussels, Kruger was seeing d.j.'s in Cologne and Luxembourg.

**BELGIUM**

**'Eso Beso' First  
Bossa Nova Here**

By **JAN TORES**

**Stuivenbergvaart, 37-Mechelen**  
**New Paul Anka** record, "Eso Beso," the first bossa nova record on the Belgian market, was released last week and never before offered. Orders to buy and to quickly be filled. Insiders think that this new Paul Anka record will be his biggest, since the release of his very first, "Diana."

Another record of which much is expected is **Teddy Randazzo's** "Teenage Senorita" on ABC-Paramount. Since the Antwerp record dealers are very interested in this record, this one might become the best seller in the Flemish part of the country, Antwerp being the center of the Flemish record business.

**Richard Anthony** appeared from October 20 until October 25 on stage in Brussels's most famous music hall, the Ancienne Belgique, and scored a big success. Actually, he is still No. 1 on the Walloon hit parade with his "Jentenis still in the train," this record being no other than the French version of the English "500 Miles."

As a follow-up to Ray Charles' successes in the single field, Artone released in Belgium through the ABC-Paramount label a series of eight new EP's. Items are culled from Charles' albums. Further new Artone releases on the ABC-Paramount label include "Warmed Over Kisses" by Brian Hyland and "Susie Darling" by Tommy Roe.

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**BILBOARD MUSIC WEEK'S  
1963  
WHO'S WHO IN THE WORLD  
OF MUSIC**

will be published December 29, 1963. It will document the successes of record manufacturers, music publishers and recording artists all over the world. Many firms were disappointed last year by not being represented. Contact your nearest representative or **Frank Luppin Jr., International Director** **Bilboard Music Week**, New York 24, N. Y.

**FOR REFUGEES**

**14 International Singers  
To Make Benefit Record**

By **DON WEDGE**

**LONDON**—Disk stars from many parts of the world will be featured on a unique LP to be released early next year. Contributions are now being collected from 14 singers by the United Nations refugee agency. Distribution will be made on a global basis by Philips.

Unveiling the scheme, Stanley Wright, United Nations commissioner for refugees, said that negotiations were on to record numbers the 14 artists had not waxed before. It would be issued on a world basis on a special United Nations label. Philips, which is pressing the disk, had asked that it should be made clear that it is not bringing it out.

The project is a voluntary one. EMI and Decca are participating in this country. Dealers are being approached to waive profits.

The album will include only pop music. Copyright will be vested

exclusively in the United Nations agency.

Ten artists have so far been selected from various countries and four more have to be chosen. A panel under the leadership of Yul Brunner issued the invitations. Members included Maurice Chevalier, Harrison and Ingrid Bergman. Plans for the album have been in the works for more than two years.

According to Wright, the American Federation of Musicians has already agreed to waive recording fees on its participation in the U. S. contribution.

**GERMANY**

**Country Just Wild  
For 'My Fair Lady'**

By **JIMMY JUNGERMANN**

**102 Ismaninger Str., Munich 27**  
"My Fair Lady" is sweeping the country. Never before has a stage production had a success like it in Germany. Berlin had the first year it was for "Lady" with 33 performances, attended by some 350,000 people. There is no end to the long run in sight.

The Munich production has had 30 performances with 90,000 visitors to date. This is the greatest success marked in Deutsches Theater since the early Thirties, when "The Taming of the Shrew" was shown for many months. Deutsches Theater boss **Paul Watz** confirms that the show will stay for a very long time there.

**Bibi Johns** recorded a "Lady" medley for the Polydor label. The Swedish singer was backed by an orchestra conducted by "My Fair Lady" veteran **Frank Zappa**. The album will be titled "Mistrali, Made in U. S. A." The Philips label offers three "original" recordings now, the Broadway cast, the Berlin cast, and, new on the scene, the Munich cast album featuring **Sonia Ziemann**. The Columbia label issued a MFL medley by British pianist **Ray Conway**. S. S. harp star **Blanche Birdsong** recorded a medley of the songs for the Bavarian radio network. The songs played a jazz version on Polydor.

**Publishing**

**Helios Music** bought three numbers by **Werner Scharfberger** "Heimlich Schmecker" sings two U. S. on Laurie, and "Caucasian Moon" on Laurie. The first is played by **Johannes Feiring** and his "Land of the Sun" played by **Charly** ("Wonderland by Night"). **Tabor**. Two Paul Kuhn hits have been issued in the States: "Land of the Sun" on Kay, "Vanity Fair" on Crescendo.

Music publisher **Paul Siegel** has picked up the **Kay Starr** hit "I Cry by Night" for Germany. **Sage** and **Starr** is the publisher of the **Conna Franck** hit "He Thinks I Still Care," issued by MGM. . . . Austrian movie star **Heidi Pank** has two new hits on Philips—"Ich Seh's Ja Ein" and "Einmal Kommt Die Stunde." German versions of "I Understand" and "Land of the Sun" played by **Jimmy Starn** on Electrola sings "Denke Dran, Eh Du Dich Verliebst," German version of the

**IRE**

**Agreement Shoots  
Up Single Prices**

By **KEN STEWART**

**Teenage Express, Dublin**  
By common agreement of the five leading Irish record companies, prices of singles will be increased from approximately 75 cents to 82 cents. The latter price is the current rate for singles imported from Britain. The increase took effect November 1. Most companies will not change album prices. The latter increase is a long time has made five years ago.

**FRANCE**

**Twist Sinks Fast  
As Bossa Moves**

By **EDDIE ADAMIS**  
**92 Quai de Marolles, Joffra**  
**Courbevoie (Seine)**

Record business has not been good these last few weeks for EP's. The reason is that twist record sales have seriously decreased. On the album level, the classical records are undoubtedly the best sellers. But bossa nova is grabbing more popularity with each succeeding week. Artists and a.d.s. men are recording the new Brazilian rhythm in LP's, EP's and singles. Even French-made bossa nova songs have appeared.

**Signings**

**Artico** signed French jazz pianist-organist **George Arvanitis**. **Concordia** signed **Sophie Daumier** has recorded her first EP for Barclay.

Philips will distribute a new classical label, "Cymus," produced by **Samuel Muller**. First record issued is "Laudario 91 de Cortone." Philips also launched a new series labeled the "disque d'opéra." The aim of this new "recording technique" is to bring to listeners "various movements and steps" the singers make while on stage. . . . **Vogue** will distribute the Mexican label **Orfeon** and promote Canadian singer **Fernand Giguere**.

**Move to Dun A  
Recorder Owners  
For Royalty Fee**

**WEST BERLIN**—A Berlin court has ruled that Grundig, world's largest producer of tape recorders, henceforth must require license from purchasers of its recorders in Germany.

The information, including the number of the recorders sold, must be turned over to GEMA, the music copyright society. Grundig is also directed in the court decision to warn each tape recorder purchaser that taping of copyrighted music is prohibited without authorization from GEMA.

GEMA's suit against Grundig has the aim of establishing a legal precedent for the general listing of all purchasers of tape recorders by the copyright society.

**BRITAIN  
Across-the-Sea  
Disk Deals Ready**

By **DON WEDGE**  
The News Editor,  
International Music Express

Internationalism in disks took two new turns this week. American publisher **George Wiener** of Warner Music, London-based on a five-week European visit, met, recorded and signed the young, unknown British singer **Tony Corton**. Wiener will set the master in the U. S. and launch it there first. Next year he will launch it in Britain. Corton was introduced to him by two new British songwriters, **Tony Richardson** and **Dave Wilkinson**. Corton recorded his first of his compositions, "Tell the World."

In the reverse direction, EMI has signed **Dick Kallman**, an American singer who has been in the U. S. and legit touring experience. He made a record at the RCA Italian studios in Rome last summer. **Bill Phillips** of Keith-Prowse-Peter Maurice Music played it over to EMI producer **Norman Newell**, who brought him over November 5 to record here. The Rome disk, "Speak Softly," has been issued on HMV. During his stay Kallman will also, in a new film, "It's All Happening." Next year he will probably take the lead in the U. S. touring version of "How to Succeed in Business." In which EMI has a link via its forthcoming presentation of the London version.

The film will showcase a lot of British recording talent, most of them EMI contract artists. They will include **Danny Williams** and probably **Russ Conway**, as well as Australian **Patsy Ann Noble**, who is in London to be launched after finding stardom at home. **Newell** and **Phil Green** are writing the film. The star will, however, be a Decca artist **Tony Steele**.

**Collier Home**

**Mike Collier**, British-born a.d.r. man who returned to London this summer after seven years in the U. S., spent on the staff of London Records and with **Hugo and Luigi** at RCA Victor, next week launches his own independent production firm, **Mico**. He has signed contracts with Philips Records and British Decca for the release of material on a world basis except in the U. S., where **Mico** will make his own arrangements. First releases are on Philips' Fontana label

all domestic producers, this information to be turned over to GEMA. Thus armed, GEMA proposes to collect taping royalties from all recorder owners.

The German copyright society has been patiently laying the groundwork for its tape recorder royalty collection campaign. Several years ago it obtained a ruling from the Berlin courts that the mere ownership of a recorder is prima facie evidence of "intent to tape music."

The court ruled at that time that whether the recorder owner actually tapes music or not is immaterial. He is in the same legal category as the purchaser of a bottle of liquor, who may never consume the liquor but is still obliged to pay the tax.

The Berlin court ruled in this connection that a "reasonable" taping fee would be 10 marks or \$2.50 annually. GEMA was left by this ruling with what amounted to a hunting license, Grundig and the other tape recorder producers refusing to co-operate in collection of royalties.

Now the latest Berlin court ruling, which Grundig is appealing to the West German Supreme Court, puts GEMA in a position to dun tape recorder purchasers for the \$2.50 annual royalty. The court ruled that tape recorder purchasers may be required to identify themselves with passports or other official identity documents in the same way they do when buying on the installment plan or buying a gun.

and include a revival of "Your Cheating Heart" by newcomer **Robb**. The German firm has also formed a new publishing company, **Mido Music**, which will handle the catalogs of several American firms, including his own **Micen Music** Corporation.

**Gypsy Music**

The film of "Gypsy" will be seen here December 20 with no stage production of the musical. Record restrictions are freed with the November 16. CBS brought out the **Eliel Merman** original Broadway cast album. Warner Bros. scheduled the film soon to be released.

Preliminary arrangements are being made for a British stage production of "On the Town," the 1949 MGM film musical. . . . A new version of "The Longest Day" has been recorded by the **Chris Barber** band, Barber, whose contract with **Dennis Preston's** Landownde Productions expired September 30, has been casting around for a new disk outlet. This record was produced independently and sold to EMI for issue on Columbia.

The two original members of the **Shadows** instrumental group, who left separately last year, **Jeff Harris** and **Tony Meehan**, are teaming together. Meehan, who has been working as an independent producer, will take **Hill** and **Harris** session for Decca. They may also play stage dates together. The proposed deal whereby **Meehan** would become a.d.r. man for **Shad- Rich**, the independent production firm being set up by **Cliff Richard**, the **Shadows**, their advisers and the **Shadows**, has fallen through. . . . "Juke Box Jury," BBC-TV's prime pop show, exposure spot, may be radically changed and incorporated



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# RECORDS



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MARCO ANTONIO MUÑOZ



VII. A Grito Abarto; El Mi Amor: El  
Viejos Amigos; La Verdolaga; El Capiro;  
D. Los Iseables; Bendita Bandera; Tata  
Que me Toquen las Golondrinas.  
MKL-1340

AzosUmbrondo; Tallaje; Vuélva la Vida:  
 Mis Amigos Camargo; Tijuana/VKS  
 Mucho Corazón MKL/MKS-125  
 Echeame a mí la Culpa; Sufriendo a  
 un Nido; Ya me Olvidé de Ti; Cuando  
 Nuestros Amigos; Y . . . ya; La Flor de  
 sí te Quiero, Juralo; Amarga Navidad;  
 y Tres Cachetitos MKL-1098  
 a Male; Buen Vicio; Peloma Harida; Tel  
 luto y la Vintigu; ¿Qué? Sientes lo que  
 de Pesares; Mi Carcajada; Mi Canto  
 s me Cargue; Qué Pedra as la Vida:  
 MKL-1190  
 de, Vol. IV La Viuda Abandonada; Mi  
 Mejor Quisiera; Mucho Corazón; El Pri-  
 mo San Pedro a Cristo; De Dónde Saliste

**MUÑIZ**  
 Amor sin Ley: Potpourri Guejiro; Cuan-  
 a; Venganza; Nuestras Cosas; Andalo;  
 Mi Amor por Ti; Mala Ley; Más Alejo;  
 MKL/MKS-1385  
 Aliz, Luz y Sombra; Camino Oscuro;  
 Redebajo de Cielo; Tres Lunas; Práctico;  
 Andalo; Nuevo Amanecer; Luna de Miel;  
 en Palmar; Una Vez Nada Más MKL-1358

En Enamoras de Mí; Qué te Cuesta; Al  
jorera MKL-1295

México Lindo; Juan Cherrasqueque; Pe-  
ñal Jalisco No te Rejes; Yo Soy el  
San Luis Potosí; Cocule; Ella; Flor da  
Comer esa Tuna; Fiesta Mexicana  
MKL-1157

Tepalotes; Aunque lo Quieren o No; Le  
Jalisco No te Rejes; Yo Soy el  
Jalisco; Amasecer Rencardo; Presio;  
El; El Jinete; Despierta; Dicen por Ahí  
MKL-1121

V. Soy Infeliz; Cuando Quiero un Mexi-  
ca Cuenta; Maquielada; (Quibus, Quibus,  
San Luis Potosí; Adicia Porque  
Mil Veces Adicio; Vengo a Verte Otra  
Aunque me Cuesta la Vida

MLK-1399  
 Jotes: Perjura; El Charro Mexicano; El  
 ; Tequila con Limón; Noche Piñata;  
 as Años de Jalisco; Sólo Dios: Parranda  
 Cuerpo de Uva; El Día que me Quieras  
 MKL-1129

\_\_\_\_\_

Por qué me Quitó del Vicio: Mítad tú, Mítad yo; El  
 Diagnóstico; Los Motivos del Lobo; Cobardía; La Qualia:  
 LOS CHURUMBILES  
 Los Churumbiles De España: Cariffo Verdad; Liblos An-  
 to: El Rodio de Luis Alonso; El Farcero: Abriñ an  
 Portugal; Doce Cascabales: El Beso; Dos Cruces; El  
 Leyenda del Bato; No Le Puedo Querar; El Gitano  
 Señorio; Qua Somito es al Querar  
 LOS DANDYS  
 Los Dandys No Llorar: Dime por qué; Ojos de Acepulco;  
 Pidiéndome Dios Mí; A un Amigo; Etarnamente; Nuestra  
 Verdad; Dime que si Quieres; No Eres Tú; MSL-1351  
 Infernal; Preciosa; Vuivame y Mi  
 MSL-1024

De la vida lo ha Dios. Vámonos al Paraíso. Dios  
 Retrete de Amor; Marced; El Farol; Ni un Piquito; Dos  
 Pereales; El Teléfono  
 NKL: 1343

Hombres y Mujeres; Gema; Negrura; Por Flo; Como  
 un Duende; Vuela Paloma; Tres Regalos; Alma da Cristal;  
 No se por qué Vuelves; Decídete; Amor en Tinieblas;  
 Tú lo Eres Todo; Cerce del Mar  
 NKL: 1401

**CARLOS GARDEL**  
 Vuelve Carlos Gardel; Vol. II. El día que me quieras; Sol  
 Trágame; Mena de Mena; Caminito; No Engañes Cora  
 Zúñiga; Le Comprometo; Ventarrón; Esta Noche me Emborracho  
 Madresule; Tu amor y Tu Obligó; Amorosa da Estudiante;  
 Adios Muchachos  
 NKL: 1333

**LOS GORRIONES DEL TOPO CHICO**

**Mi General No sé más; Mi General; Tragedia de Padroa**  
**Infanta; Como Buenos; Infanta; De China e**  
**Yndia; Mi Mercedes; Amor; El Travieso** **MKL-1065**

**ANDRÉS HUECOA**

**Homenaje A Mueste Yo; El Jerrabe Veracruz; Borrachos**  
**Perdido; El Pijil; Compacada Mucar; El Torito Jerocho;**  
**Tres Dies; El Toro Relejo; Sonos de Veracruz; Adn sa**  
**Acuade de Mil; Canto a Veracruz; Flautas de Pa'** **MKL-1066**

**JOSE ALFREDO JIMENEZ**

**La Enorme Distancia. La Enorme Distancia; Pa' Todo el**  
**Año; Amor sin Medida; Yo; Viva Chihuahua; El Cabello**  
**de la Muerte; El Jinet; Terra sin Nombre;**  
**Llegando e Te; El Cielo de Chihuahua; Se va Diciembre**

**JOSELITO** MML / MRS-126 /  
**Diego Ruiseñor** La Luz de tus Ojos; Una Amepolita  
**Queda:** En un Pueblito Español; El Tengo se Baila en

**TOÑA LA NEGRA**  
**Noche Criolla** Noche Criolla; La Alondra; Van Acá; Oración  
**Caribe:** Despierto; Vereda Tropical; A Dónde Irá; Varacruz  
**Me Matará:** Lamento Jarochol; Cade Noche; un Amor

**Diez Años** MKL1280

**LOS TRES ASSES**

Juan, Héctor y Daniel Fuago en el Alma; No Vale la Pena  
Buscando un Canchero; Yo Quiero Dar un Nombre; Gritos  
Profundos; El Loco; Imágenes; Es Imposible; Canizales  
Noche de Romance; Salvadorda; Crusida

MKL1058

**Los Tres Ases El Rijo; Irresistible; Un Secreto; Tu me  
Acostumbastes; Ofrenda; Mi último Bohío; Sabrás Dime  
La Muñita del Anillo; Frunqueto; Yo Sabes; Venidad; Quiero  
Ser Feliz**

MKL1056

**Los Tres Ases Pa' qué me Sirva La Vida; Un Madrigal; El  
Pejor Co; Elie; El Jerebe Loco; Sufró tu Auscencia; Se  
Muere el Amor; Yo Soy Olvidete; María; La  
La Mel Pegodero; El Bolejo**

MKL1184

Los Tres Ases, Vol. V Sabor e mi; Jacerande; Que Memoria  
 Tienes; Dajeme; Una Experiencia; Nocturno da Amor; Joy  
 Los Tres Ases, Vol. VI Cacao e Amor; Geminos Diferantes;  
 Camino; Histona da Amor; Vate de mi MKL 1250  
 Los Tres Ases, Vol. VI Um Poco Más; Tu Indecisión; Rese  
 na Bloco; Por que no la ves; Cinco Pares las Cinco; Pideles  
 a Dios; Tu última Vez; Bésame Amor; Futuro Tiro; Del  
 Los Tres Ases; Otro Fraseo; Que Pena MKL 1313  
**LOS TRES DIAMANTES**  
 "Usado" Y Otros Exilios; La Gloria Entre Ti; Miénteme;  
 Lucas an al Puerto; Mi Violino; Tango Azul; Jureme;  
 Usado; Condição; Divina Ilusión; Corazón; Luna Llana;  
 Las Hojes Muertes MKL 1117  
**LOS TRES REYES**

Los Tres Reyes Poquiza Fe; Muchachita Mía; Cuando ya  
no me Quieres; Como una Vision; Novia Mía; Mía Flores  
Regresé; El Armañaca; Extremo; Contigo; Memorias Mías;  
Locura; Celoso MKL-1360

GILBERTO VALENZUELA

El Cabello Blanco; El Cabello Blanco; Amor de los Dos; La  
Estralla de Jellaco; Amor que Cienca; Peste a la His-  
toria; El Mundo es Amor; Año del Luna de Miel; Una Ex-  
traña; El Mundo es Milipes; Este Amor al es Amor; Una  
Última Canción MKL-1348

MARIACHI VARGAS DE TEACUILAN

El Mejor Mariachi del Mundo; El Tranchete; La Negra; El  
Triale; El Gusto; El Mercambú; El Cerretero; Los Alia-  
zenes; El Tiroder; La Culebra; Cemino Rele de Colima

Marichi Vargas De Tacatlán, La Negra; El Carrero, Los  
Vas; Camino Real de Colima; El Triste; El Becero; El Son-  
del Gavilancillo; Las Oles; La Colubra; El Marcucillo; El  
Perico Negro; El Tirol; Los Arrieros; El MUK/1154  
Marichi Vargas De Tacatlán, Vol. II, Las Alazancas, Teatro  
Principal; El Gusto; Tiempos Aquellos; El Carrero; Flore-  
cias Mexicanas; Goyita; El Trenche; La Negra; Ciudad  
Victoria; Camino Real de Colima; Juguetes; El  
MUK/MKS-1224

Pseudoble Lorenzo Gerza; Ceñitas; Por Tapatías; Juan  
Silvestri; Lila Canerías; Carios Arroz; Capatzen; Fermin;  
La Melchic; Curo Vuncor; El Dos Negro; Silvio  
MUK/MKS-1294

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Nat King Cole hit "Let True Love Begin."

Reinhold Streil produced the German version "Die Beginn Der Begine" of Cole Porter's "Begin the Begine" for the "Golden 12" label. The singer is Roberto Blanco. . . Little Richard sings "He Got What He Wanted" b/w "Joy, Joy, Joy" on Mercury. . . Phillips offers an ABC-Paramount recording by Brian Hyland, "Warmed Over Kisses" b/w "Walk a Lonely Mile."

## HONG KONG

### Tito Puente Dates Boost Latin Music

By CARL MYATT  
Estoril Court, Garden Rd.  
Latin American music received a tremendous boost here with the arrival of Tito Puente and his orchestra for a series of concerts and club appearances. The recording star played to near capacity audiences at City Hall for three concerts and later played at the City Hall Restaurant, where he took over from the bandstand for three evenings.

The orchestra was brought to Hong Kong by Espina Promotions, a new organization, in conjunction with Serezo Shokai Company, Ltd., of Japan. Puente, who is to tour Japan, Singapore and Malaysia after the completion of his Hong Kong contract, revealed that he is shortly to make a State Department-sponsored tour of Europe.

Club recording star Adam Faith is also due in town shortly for a series of night club appearances. He has just completed a highly successful concert tour of New Zealand.

Roger Littlefield Jr., Billboard Publishing Company exec., and his wife arrived here for a six-day business trip. The executive met with leading personalities in the music industry while here.

## HOLLAND

### Foreign Acts Do Powerful B. O.

By HEMMY J. S. WAPFERMAN  
Editor, Pictorial  
Edisonstraat 21, Amersfoort

From November 1-14 Amsterdam was the performing place for the famous Russian ballad and singing group the Gergelins. Bovera's Pathe label has promoted two EP recordings of the ensemble.

The visit of Pats Domino to Scheveningen and Amsterdam has been a tremendous success. Both performances were complete sell-outs. . . Impresario Ron van Rees, who brought Domino to Holland, made a deal with Ray Charles, manager for three concerts in Scheveningen, Amsterdam, and Utrecht.

#### Latest Wax

One of the most interesting releases the other day introduced Anneke Gronloh on Philips' (Phonogram C.C.) "Solomon Anneke Gronloh" which contains 12 Malay and English song tunes, with songs directed by Gervase Leenwezen, and the Riverside Dixieland Jazzband. . . His Master's Voice launched Vera Lynn's "Land of the Living" and "I've Heard of You" versions with choir and orchestra. There was a lot of requests in the market for Vera's triumphal final number at the Grand Gala du Disque show of 1962.

Special publicity from Bovera's A.St. staff has been given to the

Nancy Wilson-Cannonball Adderley LP on Capitol. Furthermore, Bovera's Capitol label launched new items such as Nat King Cole's "More Cole Espagnol," Peggy Lee's "Blues Core Country" album with Quincy Jones and new releases by Jo Stafford and Jackie Davis. Latest recording by the Blue Diamonds, apart from their recent Christmas songs, is "Warmed Over Kisses" and "Baby Face." Rudi and Riem, still in the Army, made one of their recordings as soldiers, namely, "Marching Along With the Blue Diamonds."

Caterina Valente commemorated her 25th stage-jubilee this year. Decca Holland introduced the German Decca LP, "Catin," offering highlights from Miss Valente's stage career in words and music. Narrator is Gunter Anders. Caterina, also singing with her brother, Silvio Francesco, is accompanied by Jo Stafford and Jackie Davis. At the same time, a single was released on the Dutch market, "Caterina Madelon Club" on Decca.

## HUNGARY

### Opera Leader Gets East Berlin Offer

By PAUL GYONGY  
Dereutcka 6, Budapest

Vilmos Komor, one of the Budapest's State Opera conductors, has been invited by the East Berlin and the Leipzig opera houses for the post of "Generalmusikdirektor." Komor has not yet decided which offer he will accept. Both offers allow him to fulfill his obligations at the Budapest Opera House.

The Leipzig "Gewandhausorchester" gave three highly successful concerts during the "Budapest Music Week, 1962" under the direction of Heinz Bogneritz, chief of the Dresden Philharmonic Orchestra. The stereo evening was dedicated to works by Johann Sebastian Bach. Before a packed house of 2,400 listeners, Dr. Hans Fischer, who performed at the Cernahlo Concerto in D flat in an unsurpassed style.

The Oederland Orchestra (Decca Records) reached Budapest and recordings will be made and programmed on Radio Budapest. Among these is a fascinating performance of Suss's "Stars and Stripes Forever" and "It's a Long Way to Forever."

#### Stereo Recordings

As there is no stereo sound equipment on the market, there is practically no stereo record production in Hungary. An amplifier manufacturing plant demonstrated a stereo prototype to the trade. The price of 4,500 forint (3190) brought trade criticism of the equipment, mentioning that an outfit was needed which could be sold at around 2,500 forint (\$160).

## ISRAEL

### Close Eye Out For Pirate Hits

By AZARIA RAPOPORT  
24 Abad Haim St., Tel Aviv

Pirate editions of international hits are being closely watched by Israel. This is the result of an injunction ordered against a local publisher and a heavy fine imposed on him by the Tel Aviv court as a result of a suit filed by the Melody Press.

Bobby Flansburg, a local composer of songs and publisher, was alleged to have issued a pirated edition of the international hit-song "Never

on Sunday." While previous cases had been settled mostly out of court to the satisfaction of both parties concerned, this time a suit had been pressed and won by the above mentioned agency, representing Eastern Music (United Artists), in New York.

#### Visitors

T. H. Ward, director of Southern Music of London, came here to conclude an agreement for local representation with Dr. P. E. Gradenvitz, for Peer and Southern.

## ITALY

### Writers & Folks Form Tune Jury

By SAMUEL STEINMAN  
Piazza S. Anselmo 1, Rome

A new method for selection of winners will be tried with the newly instituted Premio Roma November 17. After the selection committee decides on 16 songs in each of four categories—melody, rhythm, Roman dialect and Neapolitan dialect—semi-finals will be held in which five finalists will be selected of 20 songs. The final will be decided by two juries who will be given equal weight—one of specialized journalists and one of 75 members of the audience selected by lot.

#### Trouble Again

Canzonissima has run into its annual troubles as the TV show tied to a national lottery is being accused of being Red because its husband-wife emcees, Dario Fo and Franca Rame, have been active in Communist party affairs. But music houses continue their politicking. Southern Music, for example, has printed circulars which read "Vote No. 13," which is G. Malgou's "Look at That Moon."

#### Artists News

Gede Di Giacomini is on a three-week American tour which ends November 12. . . Victor Obef, representing National Academy of Recording Arts and Sciences of America, presented top award to Gabriele Saffino who directed recording of "Madame Butterfly" at Rome Opera House. Entire orchestra was present for occasion. . . A magazine survey shows that Italian radio and TV in one week played 788 recorded tunes of which 437 were American and 82 others were foreign. This is said to be the highest incidence of foreign music in the world.

Adriano Celentano has been cast in the lead of "A Strange Guy" at Rome's Grand Hotel. . . Johnny Dorelli's "L'Amore è un'alza" with "Beach Toys" on the other side has caught on. . . Melina Mercouri is trying to get "Never on Sunday" with the theme from "Phaedra" which United Artists has issued. . . An LP of Ray Charles' Greatest Hits has been issued. . . Although Peppino di Capri has turned to the madison, Carich is so certain that he has made his most important contributions to the twist that on his latest jacket it has printed: "One day, perhaps, few tangible memories of the twist epoch will remain other than the albums of bits by Peppino di Capri."

Ron Goodwyn's orchestra has done theme of "Murder She Says" for Parlophone. . . Darius is latest with new Latin group, Los Marcellos Ferial, who are offering "Tribute to Duke Ellington" and real tribute with his name when he came to do a TV show. Italians pronounced it "vay" and explained to be the letter "v." It would have to be written "voo," while his own American pronunciation would have to come out "vi." He gave up and accepted the names they called him. . . Graz, lots!

## NOVEMBER 17, 1962

## JAPAN

### Nippon Victor Has Healthy Half Year

By J. FUKUNISHI  
108 Kakikokizaka  
Meguro-ku, Tokyo

The total sales (records and electric goods) of Nippon Victor for the first six months of fiscal 1962 (March 21 to September 20) reached 53,677,755, with a net profit of \$2,668,060, while its sister company Teichiku Records, the Decca affiliate, scored total sales (records only) of \$1,859,290, with a net profit of \$183,710. Both companies are owned by Matsushita Electric Company (national brand).

Roger S. Littlefield Jr., Billboard Publishing Company executive, arrived in Tokyo October 26 and conducted an extensive survey by interviewing music publishers, copyright agencies, six major recording companies and others before he left for Hong Kong, Manila, Australia and New Zealand November 1.

#### Artists Tours

The visiting Los Espagoleros, an ensemble from Spain, playing Spanish selections in jazz, recorded Japanese folk and popular songs for King Records. The 12-inch LP for Hong Kong, Manila, Australia and New Zealand is now performing a variety of original samba, bossa nova and other Brazilian rhythms in Tokyo. . . Carmen Cavallaro arrived November 1 to open three weeks of performances in Tokyo October 4. In January Art Blakey and the Jazz Messengers and Leonid Cogan, Soviet violinist, are coming.

## NEW ZEALAND

### Twist Fade Drops Anzac Disk Sales

By FRED GERRIE  
Box 5051, Auckland, N. Z.

Record sales are at their worst this year for many New Zealand distributors. Reason is the decline in popularity of the twist, and, unusually, not artists such as Rydell, Checker, Vee, McDaniel, Plattner, etc. Distributors are eagerly awaiting news on the reputed new bossa nova craze and hope that it is as good as the twist.

English thrush Helen Shapiro has finished a tour here for the Kerridge Odeon Theatre company. Although Helen made many new fans, star of the show was Aussie boy

## BILLBOARD MUSIC WEEK 33

Frankie Delfino. Kiwi had seen this boy before when the Cliff Richards show early this year, but on his recent tour Frankie wowed his audiences and looks as if he is set here for a long time yet. All-Star Productions appear to be benefiting from this tour with Frank's latest waxing of his own tune, "Have You Ever Had a King-Charles?" Kerridge Odeon's next stage show will feature Adam Faith and John Leyton, due here this week. Local lads Les and Simon will tour with the show. They have had something of a bit here with their "Old MacDonald Had a Farm" disk, a revamp of the oldie.

#### Talent on Tour

Rumored heading this way is Slim Dusty, whose "Out With Me" was one of the biggest selling singles a short while back. . . Dave Dunningham, whose dance hall produced Johnny Dersin and the Kellies, is bringing Clarence (Frogman) Henry to New Zealand next month for a series of concerts. Viking Records has one or two of Clarence's disks on the shelf waiting for sales.

#### Disk Biz

Two new record labels on the market here and both catering for local artists. These are the Dandelion label Broadway, and yet another from Auckland, Viscous Records. . . Reports from Australia put Kiwi singer Johnny Devlin's earnings from the record "I've Been So Lonely" at \$28,000 (his company published the song). . . Doug Elliot, manager of Elliot Associates, a promotion organization, started a fortnightly music paper aptly named Hit Parade. It covers the pop music scene and could grow into an important voice for local enterprisers if given support.

## NORWAY

### Johnson Has Pye Rights in Scandia

By ESPEN ERIKSEN  
Verdens Gang.

The managing director of Biscene Johnson A/S, Peer Johnson, managed this week not only to renew a contract with British Pye label, but also to obtain the rights for Pye in both Sweden and Finland besides.

This is the first time a Norwegian diskery secured the rights to represent a foreign label also for other Scandinavian countries.

The agreement was signed at a meeting in Stockholm, where Johnson met Pye's chief, Louis Benjamin and Export Director Harry Castle in London along with Bo Loeborg of Philips-Sonora in

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## SAN FRANCISCO BEAT

Coast Kids Not Dancing  
In Streets Over Bossa

SAN FRANCISCO—Bossa nova may be a bonanza for a small group of artists and labels, but it's no boon to the TV deejay because "it confuses the kids, most of whom try to dance it with a sort of modified twist."

So says Dick Stewart, whose afternoon video deejay stint on San Francisco's KPIX (a Saturday show) grabs off a 50 per cent audience share and a rating that's twice as high as ABC-TV's "American Bandstand" with which it competes.

"Bossa nova is fine for radio

Religion and Jazz  
Get Together on  
New York Air Show

NEW YORK—Religious programming needn't be stuffy; in fact, a religious-show can actually be a show built around new jazz recordings.

This unusual premise is behind a new radio series scheduled for WINS, New York, and titled "Two Worlds of Jazz." If the series clicks, Westinghouse Broadcasting Company, which owns WINS, may syndicate it to other stations. Tentative time slot: Sundays, 11-12 p.m.

Format of the new show calls for Nat Hentoff, long-time jazz critic, to function as host. There is a permanent two-man panel whose members will discuss new jazz releases with Hentoff and will aid in interviewing jazz artists guesting on the show.

The panelists are known to both religious and music circles. They are Father Norman J. O'Connor, director of radio-TV film activities of Paulist Communications and a former chaplain of Boston University.

(Continued on page 38)

dejaux," Stewart told BMW, "but it's one of the few musical trends that didn't spring from a particular dance step. We had Stan Getz as a guest on the show recently. The audience loved him—but had trouble figuring out how to dance to his stuff."

Stewart, who picks his own records (about a dozen daily), isn't the least enthusiastic at the idea of "automated" deejay programming in which record selection is left to computers.

"I'd rather pick records that are wrong, and have fun with them, than be right to the point of dullness," he said.

Stewart admits that some elements of the record industry itself, on the other hand, often produce "a sort of automated sound" with the use of basic rhythm tracks over which are dubbed a new instrumental, a chorus and a vocalist performing a look-alike lyric. "But," he cautions, "who's going to pick among the records if this trend gets out of the current groove?"

One of Stewart's aims on the 45-minutes-daily TV segment is "to bring the kids a more exciting, more literate style of recorded music." To this end, Stewart slips in an occasional big-band single batted by Glen Gray, Lionel Hampton, Ray Anthony, or Henry Mancini, or from the Miller-Shaw-Dorsey era.

"Some of the kids who come to dance on the show," says Stewart, "have never really heard arrangements, because there's a whole brass section, rather than a single trumpet, or a whole reed section, instead of a single tenor."

Nostalgia isn't the keynote of Stewart's show. Often, he's looking for something new. "One of our pet tricks," he says, "is to flip records, like those of Steve Lacy, or Bobby Vinton, and stay on the slow side for awhile. Next thing you know, everybody in town's playing both sides."

VISITS H'WOOD,  
JUMPS INTO TV

HOLLYWOOD — If De-troiters watching CBS-TV's "Gunsmoke" on December 1 feel there's something vaguely familiar about the actor who plays the part of Slim, a tall (six-foot-eight-inch) stagecoach passenger agent, in that night's episode—they're quite right. Slim was signed for the one-shot part during a recent Hollywood visit. He is Bob Murphy, and his regular spot is that of TV deejay at WBBK-TV, the CBS affiliate in Detroit.

Broadcasters Say  
Cutbacks in FM  
Will Hurt Medium

WASHINGTON — Cutbacks in power or antenna heights for existing FM stations could do the service "irreparable damage," broadcasters have told the Federal Communications Commission. The National Association of Broadcasters also strongly opposed strait-jacketing the growing FM industry by imposing on it an arbitrary table of assignments.

In its proposed revision of the FM service, the FCC in August suggested limitations in power and antenna height, and a table of assignments as the method of allocating stations.

A California broadcaster, Pacific FM, Inc., also urged the FCC to preserve the strength of existing FM stations, already having hard sledding in competition with the AM service. AM stations in the San Francisco Bay area average 338.63 time charge per minute, while FM stations average only \$11.64, it was pointed out.

## Would Affect Many

The NAB said that several hundred stations would be affected by the proposed power and antenna ceilings, among them some of the FM pioneers. These stations should be allowed to retain their present

(Continued on page 38)

## VOX JOK

By JUNE BUNDY

THIS 'N' THAT: Pete Myers, WINS, New York, has written a novelty tune, "Operations Decoy," inspired by the New York Police Department's recent success in catching "muggers" with policemen dressed in women's clothes as bait. The tune was recorded by Hugh Masek on Laurie Records. . . . Hector A. Irizarry, WPRP, Ponce, Puerto Rico, needs wax and information about disk stars for use on his weekend show, "American Bandstand." . . . Also in need of wax is Don Jones, music director of WMFO, Wilmington, N.C. The station recently adopted a new music programming policy, which integrates current pops with the outlet's former "smooth band, pop-pop" format.

GIMMICKS: Perry Allen, KHJ, Hollywood, pulled plenty of mail without giving away a single prize, via a contest wherein he asked listeners to "Smile Along With Perry Allen" and get your pet peeve off your chest. Dialers sent in "peers" and Allen read the best gipes on the air. On the other hand, Allen reports he didn't receive one letter of complaint when he played every version of "Desdemona" in the library one afternoon. . . . Bill Williams, WNEW, New York, cashed in on the current wig fad by giving away free wigs to listeners writing the best letters about why they wanted one.

"DEEJAY DISASTER": Deejaays are rapidly becoming the "stunt men" of the broadcasting medium. The latest examples are Frosty Fowler and Jerry Holzinger, KING, Seattle, who voluntarily acted as the target of 800 college girls last month. The jocks acted as emcees for "Sigma Chi Derby Day" at the University of Washington campus, which involves over 22 sororities and independent women's houses at the university. The highlight event, tagged "Deejay Disaster," called for the jocks to stand out in the field wearing derby hats while 800 girls lined up 50 yards away awaiting a signal to see which jock would claim the derbies first.

CONTESTS: Station WSB, Atlanta, tied in with the local road show opening of "Sound of Music" last month. Dialers were invited to write and say why they would like to take a particular person or person to see the musical. Winners each received two tickets to the show and a copy of the Mary Martin original cast album. . . . Jerry Martin, KCH, Washington, Ia., is running Limbo Contests at his record store. Listeners identify a record who can clear the bar at 15 inches. . . . Station KDKA, Pittsburgh, celebrated its 42nd birthday last month by giving away an A-frame cottage in the Bear Rocks resort community. Listeners were asked to identify a sound of mystery sounds and to suggest a name for the cottage. . . . Jocks at KDKA played an active role in another recent station promotion. The public was invited to bowl a frame—for a \$1 donation—a local bowling building fund—against a KDKA deejay or a KDKA-TV personality.

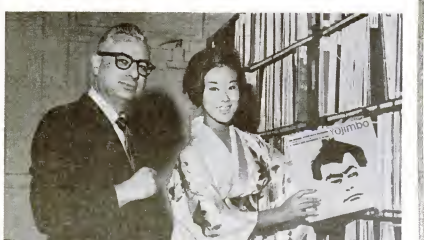
ALBUM PUSH: One of the most successful LP promotions is that of KRKK, Los Angeles, "the album station." Each day a new LP is played 12 times on KRKK. At the end of the month dialers are asked to write and say which LP they liked best, with prizes awarded to the best letters. At the end of a 12-month period, the monthly LP winners will compete for a golden YAMA (Young Adult Music Award) statue. A two-week trip to Hawaii will be awarded to the dialer selecting the album of the year.

GAR BAG: Jim Harriott, WMCA, New York, writes that his "Long Shot" promotion is pulling telephone "bad calls" from such distance points as Little Deer Isle, Me., and Philadelphia. "Long Shot" involves a phone poll on new releases. If a disk is voted down by listeners, Harriott smashes the record on the air and it is never played again by the station. . . . Barry Kean advises that his mailing address is WUVA, Charlottesville, Va., and not WCHV as stated in Vox Jox last week. . . . Terry Havel, program director of KWAR-FM, Waverly, Ia., writes "KWAR-FM is now programming 7 hours a week with 18 hours on Saturday and 16 on Sunday. We invite other stations in this country and Canada to write us about the possibility of exchanging programs."

CHANGE OF THEME: E. D. Isaacs, program director of KITV-FM, San Antonio, Tex., has added a major feature to the outlet's classical programming—a salute to the San Antonio Symphony. Isaacs worked under the name Mike Jordan then he was with KMCA, San Antonio. . . . Korm Gregson, a formerly program director of WAEB, Allentown, Pa., has joined WILK, Wilkes-Barre, Pa., as program director. He will also handle an early morning disk show.

NEW DEEJAY PAPAS: Harry Harrison, WMCA, New York, and his frau Pat welcomed their first child, Patricia Anne, last month. . . . Another first was chalked up by Dave Roddy, WSGN, Birmingham, Ala., and his wife, Alice, with a girl, Allison Lynn, born October 2. . . . Program director Don Hodges, KXII, Fort Worth, Tex., also has a new daughter, Dorenda Jay, born October 1, his fifth child. . . . Jim Stagg, KYW, Cleveland, is the only bachelor on his station, but he has the largest family, thanks to the Fairhillside children's Village of St. Vincent de Paul. All 55 youngsters from the home have adopted Stagg. He showed up at KYW's "Radio Family Night" last month with the entire group.

## FOCUS ON THE DEEJAY SCENE



To launch deejay promotions on sound-track album of "Tojumbo," MGM Records felt Oriental touch was needed. In New York, MGM had attractive Yoko Okura make rounds of radio stations with first

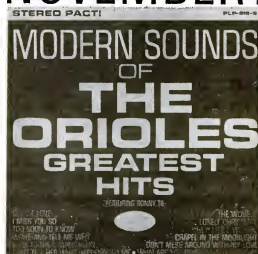
copies of album. Here, she's with one of WINS, N. Y.'s top-rated jockeys, Jack Jox, whose "Listen to Lucy" is slated on indie from 10 a.m. to 1 p.m. daily. Film score is by Japan's Masaru Sato.

# FLYING HIGH!

## PARKER RECORDS BREAK BIG IN NOVEMBER!



**HEY! THIS IS KEVIN GAVIN**  
Orch. Conducted by Mundell Lowe  
PLP-810 / PLP-810-S



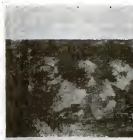
**MODERN SOUNDS IN THE ORIOLES  
GREATEST HITS—Featuring Sonny Til**  
PLP-816 / PLP-816-S



**THE HAPPY BIRD**  
Charlie Parker  
PLP-404 (Mono Only)



**HAVING A PARTY**  
Beatrice Kay  
PLP-812 (Mono Only)



**LOST IN SOUND**  
Yusef Lateef  
PLP-814 / PLP-814-S



**I ONLY KNOW HOW  
TO CRY—Alice Darr**  
PLP-811 / PLP-811-S

### THE GREAT PARKER RECORDS COMPLETE CATALOG:

**BIRD IS FREE**  
Charlie Parker Quartet  
PLP-401

**"PRES"**  
Lester Young  
PLP-402

**A COZY CONCEPTION OF CARMEN**  
Cory Cole  
PLP-403 / PLP-403-S

**SATAN IN HIGH HEELS**  
The Original Sound Track  
Composed and Conducted by Mundell Lowe  
PLP-406 / PLP-406-S

**"BIRD" SYMBOLS**  
Charlie Parker Quartet  
PLP-407

**HISTORICAL MASTERPIECES**  
Charlie Parker  
PLP-701

**CHARLIE PARKER MUSIC**  
Cecil Payne  
PLP-801 / PLP-801-S

**MAN WITH A HAPPY SOUND**  
Joe Carroll  
PLP-802 / PLP-802-S

**TWO SIDES OF SLIDE HAMPTON**  
Slide Hampton Orch.  
PLP-803 / PLP-803-S

**MILES OF GENIUS**  
Barry Miles  
PLP-804 / PLP-804-S

**EAST AND WEST OF JAZZ**  
Duke Jordan and Sackie Hakim  
PLP-805 / PLP-805-S

**"THE CONNECTION"**  
New Original Score from the Off-Broadway Hit  
Cecil Payne  
PLP-808 / PLP-808-S

**FIRST TIME OUT**  
Ann Williams  
PLP-807 / PLP-807-S

**WINTERS AGAIN**  
Jerri Winters / Mundell Lowe Orch.  
PLP-809 / PLP-809-S

**LES LIAISONS DANGEREUSES**  
The Original Sound Track  
Composed and Conducted by Duke Jordan  
PLP-813 / PLP-813-S



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# Hard Rock Shoves WYNNR Into Chi Rating Picture

Continued from page 4

more moderate policy, was less affected, and WGN, with its relatively "sweet music" sound, was not affected at all.

Gene Taylor, WLS program director, told BMW that the new station has caused him to "loosen up a little. We used to play 55-60 records, we now play from 65 to 70."

## Faster Turnover

Taylor noted that this has forced WLS to be a lot tougher on old

material. "Whenever a record fails, off it comes. Our music list turns over a lot faster now," Taylor said.

Still unchanged, however, is WLS's policy that a record has to do something, somewhere, before it's played. Seldom will the station go out on a limb with a brand-new record. WLS has made a reputation playing the hits, and it doesn't intend to change now.

In contrast, WYNNR has gladdened many a promotion man's heart by hopping on anything and everything new that it thinks worthwhile. To a lesser degree, so has WIND. What it all adds up to, however, is one more station in the city pushing singles and no one in the record trade is sorry about that.

## Stereo Radio Comes To San Antonio on 2-a-Day Schedule

SAN ANTONIO—Stereo radio came to San Antonio last month when KEEZ-FM began five hours of stereo broadcasts each day, from 2 to 5 p.m. and from 7 to 9 p.m.

According to Charles W. Balthrop, president of KEEZ, this station will be the only one in the city with stereo broadcasts. Stereo broadcasting has already started in Dallas, Houston and Austin.

Conversion to stereo broadcasting is part of the expansion program of KEEZ, which will be on the air with four times its present power before the first of the year. FCC authorization has already been issued, and the necessary equipment is being delivered. The complete expansion program will cost upward to \$30,000.

## MGM Offers Open 'Kildare' Interview

NEW YORK—An open-ended interview with Richard Chamberlain, whose "Love Me Tender" single is currently riding the charts and who is seen weekly as "TV's Dr. Kildare," is being circulated to radio stations by MGM Records in a tie-in with Look magazine.

Look's November 20 issue features a six-page picture story on Chamberlain. The magazine is also preparing special window cards for record shops plugging the article and the radio interview. A copy of the record is being included in the promotion kit sent to radio stations.

## Pass Good Word On Broadcasting, Says Leroy Collins

DALLAS—Leroy Collins, president of the National Association of Broadcasters, speaking at the recent Broadcasters Promotion Association Convention held at Holiday Inn here, advised radio and television executives to "tell the good story of broadcasting."

"For example," he said, "tell the good story of the development of our NAB Codes of Good Practice. It has often been said that the codes are our greatest bulwark of protection against the intervention of the federal government. There is doubtless truth in this, but our interest in the codes is by no means merely defensive. We need them for the basic reason that we can be better broadcasters under them."

Another phase of the industry which he advised the guests to make public is the story of the growing technology and acceptance of broadcasting.

"No industry in our nation's history," Collins said, "has won such rapid and extensive acceptance with the American people as has broadcasting. . . . We need radio and television than we do with indoor plumbing. . . . We will doubtless see the time when we could not more things of stepping outdoors without his tiny portable radio-TV receiver than without a watch or wallet or

He hit at those broadcasters whose philosophy is "don't make trouble, or if you must make trouble, make the sort of trouble that's expected."

"This is no role for the broadcaster to play, especially at this time," he said. "Our nation's communities—cry for more uncommon men as broadcasters, men with the vision to see wrongs and the courage to help right them."

## Broadcasters Say

Continued from page 36

power levels and antenna heights under any new allocations plan by special "grandfather" exemptions. NAB reminded the agency that under past FCC policy, the FM stations were encouraged to operate with high power.

A cultural as well as a broadcasting blackout could result from cutbacks in power where existing metropolitan FM's serve surrounding rural areas, said Pacific FM. Many people in outlying suburban and rural areas which would no longer be reached by city-based stations would miss the cultural fare provided by the metropolitan FM service. Many of these college-trained listeners would be either in white areas, unserved, or in locally serviced FM areas which would not be able to provide the variety of the metropolitan fare.

A study of FM service out of Los Angeles reportedly found that only the 19 FM stations there, a majority could not comply with the new power criteria proposed in the revamp of the FM service. Another bad side effect of the lowered maximums for FM would be increased interference and poor reception, it was pointed out. Broadcasters urge an evidentiary hearing to thresh out all problems before the FCC goes ahead with rule-making for a reorganized FM service.

## Religion & Jazz

Continued from page 36

versity, and Pastor John Gensel of the Advent Lutheran Church, New York.

The link between "Religion and Jazz" in the show comes from a fact that both pantheists feel that jazz is a form of human expression, and has been strongly influenced by religious music. Latter influence is expected to be one of the key points in program discussions.

## READY-TO-GO PROGRAMMING

Program directors and disk jockeys will find this material a ready source from which to build weekly programming options. All that's needed are the disks from the station's record library.

## BEST TRACKS FROM THE NEW SPOTLIGHT LP'S

These are the tracks selected for disk jockey programming from the new LP's that are the most outstanding from this week's new LP releases.

### POPULAR

YOU BELONG TO ME—The Dippers (Columbia LP 340) "As Time Goes By" (Harms, ASCAP)

BIG BAND BOSSA NOVA—Enoch Light (Command ES 844 SD, RS 844) "Cool Nuts" (Nones)

MOVIE & TV THEMES—Elmer Bernstein (Mercury LP 101) "AS—Vicent Lener" (BMP Music, ASCAP) (159)

LENA LOVELY AND ALIVE—Lena Horne (RCA Victor LP 2587, ESP 2587) "I GOT RHYTHM" (ASCAP) (250)

FIRE & ICEALYPSO—Andre Kostelanetz & His Orchestra (Columbia CL 1898, CS 8698) "Jalousie" (Harms, ASCAP) (250)

TWO FOR THE SEE-SAW—Squad Track (United Artists USA 3301, UAL 4103) "Second Chance" (UA, ASCAP) (255)

THE PERSUASIVE THROMBONE, Vol. II (Command K18) "Poor Soul" (Record Song, ASCAP) (340)

SOMETIMES I'M HAPPY . . . SOMETIMES I'M BLUE—Vicent Lener (Decca DL 4136, DL 74136) "You've Changed" (ASCAP)

THE BEST OF LIVING BERLIN'S SONGS FROM "MR. PRESIDENT"—Perry Como (RCA Victor ESP 2630, LSP 2630) "Figally and Freshly" (Merlin, ASCAP)

I'VE GOT A WOMAN—Jimmy McGriff (Blue LP 1012) "M.G. Blues" (Saturn LP 840)

MUTINY ON THE BOUNTY—Sound Track (MGM REA, ISE 47) "There From 'Mutiny on the Bounty'" (214)

### CHRISTMAS

MERRY CHRISTMAS FROM BORBY VEE (Liberty LST 7267, LRP 7267) "Lead Ball Rock" (Cornell, ASCAP) (146)

'T WAS THE NIGHT BEFORE CHRISTMAS—MARTIN ROSE (Liberty LRP 3257, LST 7257) "Henry Had a Merry Christmas" (214)

### JAZZ

BIG BOSSA NOVA—Gene Ammons (Prestige PR 7237) "Anna" (146)

SHIRLEY SCOTT PLAYS HORACE BLUES (Prestige PR 7240) "Senior Blues" (146)

### COUNTRY & WESTERN

GENE AUTRY'S GOLDEN HITS—(RCA Victor LP 2623, ESP 2623) "You Are My Sunshine" (ASCAP)

TOGETHER AGAIN—Black Sawk & Anita Carter (RCA Victor LSP 2580, LSP 2580) "Promised to John" (BMI) (215)

## MIDDLE-ROAD SINGLES

Not too far and in either direction, the following singles, selected from the current Hot 100, are the most popular middle-road records of the week. Rank order here is based on relative standing in the Hot 100.

This Week	From This week's Hot 100	Weeks on Chart
Week	TITLE, ARTIST, LABEL	Hot 100
1	ALL ALONE AM I, Brenda Lee, Decca 31424	8
2	Break, Johnny Horton, Columbia 42542	8
3	ONLY LOVE CAN BREAK A HEART, Gene Pitney	10
4	NOTHING CAN CHANGE THIS LOVE, Sam Cooke, RCA Victor 8088	8
5	CLOSE TO CAPTIV, Mike Clifford, United Artists 4127	10
6	DEAFENING, Stan Getz and Charlie Byrd, Verve 10266	8
7	LOVE ME TENDER, Richard Chamberlain, MGM 13097	7
8	I WAS SENT A POOL, Connie Francis, MGM 13096	8
9	WHY KID OF POOL AM I, Sam Davis Jr., Capitol 20548	8
10	I LEFT MY HEART IN SAN FRANCISCO, Tony Bennett, Columbia 47332	15
11	I CAN'T HELP IT, Johnny Tillotson, Cadence 1427	10
12	MAMA SANG A SONG, Sam Cooke, Capitol 4167	8
13	RUMORS, Johnny Crawford, De-Fi 4188	3
14	MAMA SANG A SONG, Walter Brennan, Liberty 5558	8
15	ALLEY CAT, Sonny & Cher, Atco 6226	7
16	DONT ASK ME TO BE FRIENDS, Evelyn Brothers, Warner Bros. 5297	5
17	ESSE LOVELY HEART, Ed King, Capitol 4870	7
18	DONT YOU BELIEVE IT, Andy Williams, Columbia 42532	10
19	I REMEMBER YOU, Frank Field, Vee Jay 457	11
20	RAMBLIN' ROSE, Red King Cole, Capitol 4804	16

## YESTERYEAR'S HITS

Champs-of-pace programming from your librarian's shelves, featuring the disks that were the hottest in the last 5 years ago and 10 years ago this week. Here's how they ranked on Billboard's charts then:

### POP—10 Years Ago November 18, 1957

1. I Want You Wedding, F. Pops, Mercury
2. Gue Warm, Mitty Brothers, Decca
3. You Belong to Me, E. Stafford, Columbia
4. It's in the Book, Part 1 & 2, 1. Standley, Capitol
5. Why Don't You Beliefs Me, J. James, MGM
6. Jamblers, E. Stafford, Columbia
7. What You Were Born, E. Stafford, Columbia
8. Waterholter, RCA Victor
9. Because You're Mine, M. Lanes, RCA Victor
10. Tryin', Hilltoppers, Decca
11. Lady of Spain, E. Palmer, E. Waterholter, RCA Victor

### RHYTHM & BLUES—5 Years Ago November 18, 1957

1. All Alone, E. Presley, RCA Victor
2. You Send Me, Sam Cooke, Son
3. Silhouettes, The Rays, Came
4. Silhouettes, The Rays, Came
5. Little Bitty Pretty One, T. Harris, Aladdin
6. My Special Angel, S. Helms, Decca
7. April Love, P. Boone, Del
8. Chance Are, J. Mathis, Columbia
9. Honeycomb, J. Rodgers, Decca
10. Baby Baby, B. Nelson, Imperial
11. Honeycomb, J. Rodgers, Decca
12. My Special Angel, S. Helms, Decca
13. What You Were Born, E. Stafford, Mercury
14. Happy Birthday, Baby, Tone Warner, Checker

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**ROULETTE**

## MUSIC AS WRITTEN

## TOSHIO AND CHARLIE OFF TO JAPAN...

Toshiko, Japanese jazz pianist-composer, and her husband, Charlie Mariano, alto sax, will leave for Japan in February where they will live. They have offers to be sponsored in their own night club, to conduct a music school specializing in jazz, to sign a recording contract and to do a television series. Since her arrival in this country seven years ago, Toshiko spent four years at a Boston music school and after graduation qualified as an instructor in the Schillinger Method.

## DIAZ, JOY &amp; CHARLES GREAN...

Charles Grean is flipping over a new album produced for the Victor Record Club by Herman Diaz, spotlighting his artist harpist Gene Bianco. Set is called "Joy to the World" and it contains Christmas carols, with a full orchestra backing up the harpist.

Music trade in New York was full of travelers to and from overseas points last week. English booking agent Harold Davidson was in town last week negotiating Errol Garner's next tour of Great Britain. The Tokens reported that they would be embarking on their first European tour in the middle of the month. August Bazem, Electrola exec, is in town conferring on the distribution of Electrola recorded material, not now being distributed by Angel. Rudi Schroeder, of the Monopoli-Metel publishing operation in West Germany, is also in town and will be staying here for about three weeks. Also in town last week was Peter Schaeffer, West German publisher, for conference with Supino-Bernstein and publisher Kolke Bude, also of West Germany. From across the Pacific, Harry M. Miller came in from New Zealand. He is managing director of La Gloria Records, Auckland.

## New York

Neal Hefti and Count Basie, a successful team in the past, are together again for a new recording next week. Hefti has contributed some of the most popular arrangements in the Basie band's book. . . . The Hickory House, a long-time jazz showcase in town, celebrates its 30th anniversary this week. Celebrities and top jazz deejays will pay honor to the room on taped spots. . . . The Ziv-TV production company has started filming a new series to be called "The Origins of American Jazz." Among the first artists is Cannonball Adderley. . . . New radio series for early Sunday risers is hosted by Father Norman O'Connor (known as the Jazz Priest). It's called "Audi" and is heard Sunday mornings at 8-9:30 over WCBS here. . . . Elmer Bernstein is at work on a new Wolper Productions show which will depict the life of Marilyn Monroe.

Thanks to San Francisco Chronicle columnist Ralph Gleason for the kind words about BMW's bossa nova coverage. . . . Speaking of the bossa binge, the Park-Sheraton Hotel has installed a Brazilian band in the newly renovated Mermaid Room. Bola Sete is the trio leader's name. . . . Joe Caggli signed Ace Cannon to a five-year contract with his Hi label. . . . Capa Records signed Jackie O'Neal, Curtis Houston and Johnny Foster to contracts. . . . The new Broadway musical hit "Tchin-Tchin" features "Our Heartbreak Waltz," a 1954 hit written by Sid Prosen and it is in Village Music. . . . Mary Lou Williams and Diz Gillespie star on the "History of Jazz" at Philharmonic Hall with receipts to go to the Symphony of Musical Arts. . . . Sales and promotion at Rock-a-Bye Records is now being handled by former deejay Mark Lee Woods. . . . Lineliter played to sellout in Massey Hall, Toronto. . . . Benny Joy is a staff writer with Jim Denney's Cedarwood Music. . . . Granite Music signed Jimmy Hicks and the Saxons. . . . Palisades Records seeking talent and masters of all types. See Larry Woodens.

JACK MAHER

(Continued on page 42)

## 'MY SON' ALBUM OUTSELLS 45'S

WASHINGTON — Radio station WNDZ here is calling "My Son, the Folk Singer" as the top-selling record in the city of Washington—beating all records, singles or albums. Irvy Lichtenstein, vice-president in charge of programming for the station, told BMW that this is the first time in the history of the station that dealers have reported an album as outselling all singles records in their stores. The track from the Allan Sherman Warner Bros. album that dealers say is causing much of the action is "Sarah Jackman," a takeoff on "Frete Jacques."

## F&amp;T Hitting Hard On UA Film Promo

NEW YORK — Ferrante and Teicher are leading off intensive United Artists' promotion on the "Taras Bulba" picture, which stars Tony Curtis and Yul Brynner. The film is admittedly UA's big one for the year, and the record affiliate is getting strong exposure for the Ferrante and Teicher "Taras Bulba" single theme titled "Wishing Star."

The disk is being played often on NBC stations, and thanks to the two-piano team's wide popularity should grab a lot of national radio exposure. Added support comes from the current F. & T. concert tour. UA also has a Danny Small vocal version of the tune coming up this week.

The original sound-track album will be along shortly, and this set will contain a brochure by composer Franz Waxman titled "Composing for 'Taras Bulba.'"

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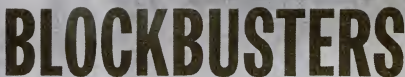
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# CHRISTMAS

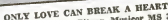
# CLASSICAL

# JAZZ

# SINGLE HITS

# "TELL HIM"

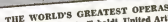
## The Exciters



**WE CAN BREAK A HEART**—Gene Pitney, now Gene Pitney, Musicor MS 3003 (S)—Gene Pitney, now a rising high with "Only Love Can Break a Heart," has a smash album here with nine new songs, all of them blockbuster. The lad sells "True Love Never Runs Smooth," "Tower Tall," "My Heart, Your Heart," "Half Heaven," "Half Heartache" and "Little Betty Falling Star," with the spirit that has brought him five hits in a row. And the arrangements are solid, too. Strong wax for the teens.

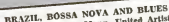


**Ferrante and Teicher.** United Artists UAS 6233 (S); UAL 3233 (M)—A sure-fire yuletide package from the duo pianists. The tunes are not themed to "Christmas" but to wintertime, and the numbers include oldies like "Let It Snow" and "Winter Wonderland," with orch arrangements by Ferrante and Teicher, Don Costa and Nick Perito. It's a dandy for radio programmers looking for seasonal material.



**OLD'S GREATEST OPERAS**

Renata Tebaldi, United Artists UAS 6238 (S); UAL 3238 (M)—The celebrated soprano, in her first album for U.A., release, sings a brace of the most popular arias from some of the best known scores. There are two, including the famous "Mimi" aria, from "*La Bohème*" and others are taken from "*La Traviata*," "*André Chénier*," "*Othello*," "*The Marriage of Figaro*." "*Mefistofele*," and the one with which the singer is perhaps most closely identified, "*Aida*." A rewarding recital of familiar offers, well sung.



A wonderfully flowing album that contains a good many tracks in the Latin-American style and there are a number of bossa novas in the album. Besides Mann's torrid flute work, the LP contains some fine guitar playing by Billy Bean and strong vibes by Dave Pike. Among the bossa material is "One Note Samba" and "Me Faz Recordar." There are six tracks in all.



**TELL HIM** (Mellin, BMI) (2:27)—Group bows with a driving reading of a swinging rhythm tune with the ferm lead selling the song in high shouting tones. Side was produced by Leiber & Stoller and has enough excitement to take off. Flip is "Hard Way to Go" (Trio, BMI) (2:54). **United Artists 544**



**JOY RECORD**  
1619 Broadway, N.Y. 19, N.

**JERRY BUTLER** sings

THE THEME FROM **TARAS BULBA** (THE WISHING STAR)



#475



**TONY CURTIS** | **YUL BRYNNER**

In the HAROLD HECHT Production

**TARAS BULBA**

Filmed in  
**PANAVISION**

**EASTMANCOLOR**

SAM WANAMAKER, BRAD DEXTER, GUY ROLFE, PERRY LOPEZ

George  
Macready

Illa  
Windish

Vladimir  
Sokoloff

Bertel  
Ocko

Vladimir  
Irmann

and  
CHRISTINE KAUFMANN,

Screenplay by  
WALDO SALT and KARL TUNBERG

Associate Producer  
Alexander Whitelaw

Music by  
Franz Waxman

Directed by  
J. LEE THOMPSON

Produced by HAROLD HECHT Released thru UNITED ARTISTS

**VEE-JAY**

**RECORDS**

1449 S. Michigan Ave., Chicago 5, Ill.

# AT LAST! IT BROKE!

# "STORMY MONDAY" BOBBY BLAND

DUKE #355

DUKE/PEACOCK RECORDS  
HOUSTON, TEXAS

# "FROM A JACK TO A KING"

Becoming a **MONSTER** Coast-to-CoastTop 40 Stations **GOING** On H!Re-Orders **GROWING** On H!by **NED MILLER**  
Fabor #114**FABOR RECORD COMPANY**

2609 W. Olive St. Burbank, Calif. TH 6-4741

AUDIO FIDELITY RECORDS

**AF**  
MONO  
ALFP 1981STEREO  
ASFD 5981**BOSSA NOVA**  
NEW RELEASE  
LARGE STOCK  
OF ALL  
LATEST  
RECORDS**FAST SALES TEMPO!**

Breaking for a Hit!

**I FOUND A  
NEW LOVE**  
PATTY LA BELLE &  
THE BLUE BELLESNewtown #506  
6600 N. Broad St., Philadelphia 24, Pa.  
Phone: Livingston 5-5010

POP POP POPPIN' TO THE TOP

**POP POP  
POP PIE**  
Guydon #266  
**SHERRYS****Jamie Guydon**  
PHILADELPHIA 23, PA.BV 3312  
Annette  
The Guy  
By Guy  
16 Annette hits  
plus 8 page  
full-color book

# FM Stereo Opens Golden Gate

• Continued from page 4

eral examples with considerable pride.

Not long ago KPEN received an electronic organ recording, "Explosion of the Tone Cabinet," put out by Decora-Amphora, a small record label in Davenport, Ia.

Recalls KPEN Co-General Manager James Gabbett: "We had what was probably the only copy in town. No record dealer had ever heard of it."

It wasn't exotic music, just pop stuff like "Winter Wonderland." But it had a tremendous stereo sound, with the deepest bass you ever heard. So, we played it in a program which showcases new stereo releases."

What happened next woke up the city's record dealers in a hurry. In the first week consumer orders came in for 250 copies of the then unknown album. In weeks that followed, the orders swelled into the thousands. And, the album is still selling locally.

The example is not isolated, even though it's hard to pinpoint

situations in which credit can clearly be given to a stereo airplay for creating a fast sales start. KPEN received an advanced copy of Byron Janis' recorded-in-Moscow "Prokofiev Third Piano Concerto" for Mercury. Although KPEN had only a week to jump on the distributor promotion copies, the local Mercury distributor found himself back-ordered for 500 copies on the basis of the KPEN exposure and attendant word-of-mouth reaction.

Some record companies are already taking the hint. At latest report, KPEN was in for a reported 80 per cent share of RCA Victor's radio advertising budget for the entire Northern California area, with other FM stations benefiting from the remainder.

# Vet Distribut Quits

• Continued from page 4

packaging and pricing equipment, an IBM data processing machine.

Stein told BMW that he still feels the record distributor is an important part of the record business. However, he said that merely becoming a rack jobber will not save a weak distributor. He said what distributors have to do in these days is to alter their operations to fit the changing times.

"If they feel rack jobbing is the business for them," said Stein, "they should go into it in the proper manner with the proper tools, and not as just an adjunct to a weak distributing business."

He went on to say that a great aid to a record distributor would be a broader geographical base from which to operate. "Distributors today are limited by the narrow area that they legitimately can cover," said Stein.

He also said that the big lack in the industry today is in true industry co-operation between manufacturer, distributor and rack jobber.

# Mercury to Push

• Continued from page 3

Mercury President Irving B. Green, culminating weeks of negotiation and planning.

Signing Artists  
In addition to producing records, Fried is currently signing artists to expand the folk rosters of both Mercury and Philips and is serving in an advisory capacity in the merchandising and promotion of albums and singles.

Recently added to the Mercury artist roster are the Chicago-based duo of Inman and Ira and the team of Eric Shelden and Joyce James West Coast folksters. Peter Moser has been added to the Philips label.

Already well-known Mercury folk artists include the Smithers Brothers and Josh White and Philips' English trio, the Springfields. Fried said that Milt Ogun, singer, arranger, and producer, has been retained to handle arrangements and a.k. duties on six albums a year. Ogun has been the arranger and music conductor for Harry Belafonte and music director and arranger for Peter, Paul and Mary and the Chad Mitchell Trio.

Fried said that negotiations are under way to bring additional folk talent to the two labels. Discussing the Mercury-Philips folk effort, Fried said that the concept will be to cover all phases of folk music in the world. "From the satirical folk singing of the Smithers Brothers to the rapidly expanding blue grass field." He said that particular emphasis will be made on the development of new artists and the theme and effort will be spent on material and arrangements.

Fried said he felt the rapidly expanding folk field will continue to grow but that "a woe-out process

# HOT R & B SINGLES

This Week	Last Week	This Artist, Label & No.	By special survey for week ending 11/17	Weeks on Chart
1	6	<b>BIG GIRLS DON'T CRY</b> Four Seasons, Vee Jay 465	11/17	3
2	4	<b>HE'S A REBEL</b> Creston, Philips 106		6
3	2	<b>GREEN ONIONS</b> Booker T. & the MG's, Star 127		13
4	1	<b>DO YOU LOVE ME</b> Centaurus, Gordy 7005		13
5	7	<b>SOMEbody HAVE MERCY</b> Sam Cooke, RCA Victor 8088		6
6	13	<b>STORMY MONDAY</b> Bobby Bland, Duke 355		8
7	5	<b>NOTHING CAN CHANGE THIS LOVE</b> Sam Cooke, RCA Victor 8088		5
8	3	<b>LIE TO ME</b> Breck Benton, Mercury 72024		11
9	9	<b>ILL BRING IT HOME TO YOU</b> Carole Thomas, Atlantic 1555		3
10	13	<b>STUBBORN KIND OF FELLOW</b> Marvin Gaye, Tamla 50468		7
11	23	<b>RELEASE ME</b> "Darius" Felt, Mercury 1555		2
12	8	<b>I'VE GOT A WOMAN</b> Jimmy McGriff, Sue 770		4
13	10	<b>ANNA (Go to Him)</b> Arthur Alexander, Dot 16367		4
14	12	<b>UNTIE ME</b> Terna, A&M, Dot 16367		5
15	14	<b>MONSTER MASH</b> Bobby (Earl) Feltett & the Crypt Kickers, Geopon 44167		7
16	24	<b>DON'T HANG UP</b> Orleans, Cameo 231		2
17	17	<b>POPEYE (THE HITCHHIKER)</b> Chubby Checker, Atco 2554		6
18	19	<b>NEXT DOOR TO THE BLUES</b> Etta James, Argo 5424		4
19	26	<b>RETURN TO SENDER</b> Elvis Presley, Victor 8100		2
20	29	<b>NEXT DOOR TO AN ANGEL</b> Neil Sedaka, RCA Victor 8084		3
21	11	<b>SHERRY</b> Four Seasons, Vee Jay 456		11
22	20	<b>YOU BEAT ME TO THE PUNCH</b> Mary Wells, Motown 1022		12
23	27	<b>YOU CAN RUN</b> Jerry Butler, Vee Jay 465		4
24	18	<b>I'M GOING BACK TO SCHOOL</b> Dee Clark, Vee Jay 462		2
25	-	<b>POP POP POP PIE</b> Sherrys, Guydon 2668		1
26	22	<b>SWEET SIXTEEN BARS</b> Neil Goren, Capitol 2554		7
27	-	<b>LIMBO ROCK</b> Chubby Checker, Parkway 849		1
28	28	<b>DON'T YOU WORRY</b> Don Gardner & Dee Dee Ford, Fire 513		8
29	21	<b>RAMBLIN' ROSE</b> Neil King, Capitol 2554		11
30	16	<b>SOMEbody, SOMEWAY</b> Marcelite, Tamla 50465		10

# Roy Acuff in Hall of Fame

• Continued from page 5

deceased, were Hank Williams, Fred Rose and Jimmie Rodgers.

# Mountain Music King

The 59-year-old fiddle-playing Roy Acuff was first tagged king of mountain music by friends and former major league Dizzy Dean. Acuff himself, in fact, was being considered a bright baseball prospect by the New York Yankees 30 years ago. His chances evaporated however, when he became a victim of stroke. After this setback he took up a career of fiddle playing and singing.

Acuff celebrated his 25th anniversary with the "Grand Ole Opry" last month. He was the first act to be heard on NBC network portion of the "Opry," carried on 30 stations, in the earlier years of the show. On another front, Acuff was a candidate for governor of Tennessee in 1948, but he lost the race.

Prior to his departure on the current tour, Acuff told local reporters that this was his final tour overseas. He was not quitting the business, he said, just the road, will take place in the sense that the quality of both art and material will determine the folk stars of tomorrow."

and he said he would continue on the "Opry" and in the record field.

CMA President Ken Nelson introduced the incoming and outgoing board of directors and officers. New slate was elected at the annual CMA meeting Thursday (86 separate story). The quiet, attended by an overflow crowd of more than 500, featured entertainment by Jimmie Dean, Flatt and Scruggs, Grandpa Jones, Boots Randolph and Leon McAuliffe and the Cimarron Boys.

# Merco Would Go

• Continued from page 6

will be used initially as working capital for general corporate purposes, "including possible acquisition or establishment of additional leased record departments in discount centers," SEC notes.

The company has outstanding 301,035 shares of common stock, of which Jack Grossman, president, and Marvin W. Rossman, vice-president, own 121,515 and 107,180 shares, respectively. They propose to sell 36,833 and 34,667 shares, respectively. Book value of stock now outstanding is 97 cents per share.

when answering ads . . .

Say You Saw It in Billboard Music Week



*DJ's are spinning, kids  
are mimicking, dealers are  
stocking, everyone's  
buying the new novelty that  
looks a pipe cinch to equal  
the Chipmunks...  
and a 50/50 shot  
to surpass it!*

**LOU  
MONTE'S**



# PEPINO

## THE ITALIAN MOUSE

REPRISE 20,106

*new, fresh, provoking...and right this minute  
a roaring, riotous, runaway Singles sensation!*

a headlining excerpt from Lou Monte's

**"PEPINO the Italian mouse"**

**AND OTHER ITALIAN FUN SONGS.**

His latest album on Reprise — rushed into release  
to ride the crest of unprecedented DJ-dealer  
action, action, action in every major market.



R6058

LIST PRICE: \$450

# Unveil 3-M Revere Stereo Cartridge Capable of 15 Straight Play Hours

By REN GREVATT

NEW YORK—Minnesota Mining and Manufacturing Company introduced its much discussed 3-M Revere stereo tape cartridge system here last week. Presentation was made to a large audience of press people in La Loire Suite of the new Americana Hotel Wednesday (7).

The new unit makes possible uninterrupted playback of 15 hours of music through a special well-stacking device which permits the automatic use of 20 cartridges. The new, specially prepared tape is only one-seventh of an inch in width and plays at the ultra-slow speed of 1 1/2 inches per second.

In his remarks, W. W. Wetzel, vice-president of 3-M Magnetic Products Division, called the new style tape "the biggest tape breakthrough since the introduction by 3-M of videotape six years ago." The tape has a far better signal-to-noise ratio than most others and is tensitized and bonded with a special polyester base, according to Wetzel.

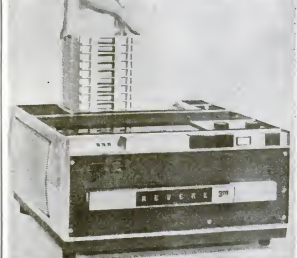
The same tape in conventional widths and lengths is being made available to professional users, he added.

**Lists at \$450**

The new recorders will carry a suggested list price of \$450, according to H. D. Boyd, Revere project manager in charge of marketing the unit. Pre-recorded cartridges, to be made available out of the Columbia Records catalog, will sell for \$8.95 for pop and classical, and \$9.95 for original cast show albums. Raw tape cartridges will be pegged at \$4.75 each.

Boyd said that marketing of the new unit will commence the day after Thanksgiving in the St. Louis market, through the Famous Bahr Company and the Aeolian Company of Missouri, both of which have large downtown as well as suburban locations. During the remainder of 1962, the machines will not be available elsewhere, he noted.

Revere people will train sales personnel in the two stores in how to sell the units. A heavy ad campaign will be undertaken during the initial test marketing period in local newspapers and in the St. Louis edition of the Saturday Evening Post. There will also be a saturation spot campaign on



NEW 3-M REVERE STEREO TAPE cartridge recorder playback—announced and demonstrated last week at press showing in New York—automatically plays 20 cartridges for 15 hours of music. Cartridges are stacked in well compartment as shown here. Machine is then placed in operation and continues automatically for duration of 15-hour play cycle. Unit carries suggested list price of \$450.

KCFM, local FM radio outlet. Beyond this, it's expected that the stores themselves will advertise locally and will send out direct mail campaigns. A special demo tape, featuring Skitch Henderson and ork, is being made up for use of the dealers involved. After Christmas, a full evaluation of the St. Louis sales test will occur prior to the start of national marketing.

**Cartridge Albums**  
William Gallagher, vice-president of marketing at Columbia Records and recently elected president of the Magnetic Recording Industry Association, told the assemblage that Columbia was making 50 selected catalog albums available in cartridge form for use with the new Revere equipment.

Tracing Columbia's list of innovations in the home entertainment field such as the LP record in 1948, the Columbia 360 phonograph in 1952 and the Columbia Record Club, Gallagher said Columbia was proud that 3-M "came to us."

"This may be to the tape market,"

*Continued on page 49*

## Phono Sales Rose in Sept., Survey Shows

WASHINGTON — September sales of phonographs at both distributor and factory levels climbed well over the record August totals, according to survey statistics by the Electronics Industries Association (EIA).

Mono phono sales were up more than 55,000 units at the distributor level while stereo phono sales moved up 126,000 units. At the factory level more than 300,000 mono sets moved out, while just less than 200,000 more mono sets were sold in September as compared to August. These sales include radio-phono combinations.

Cumulative 1962 factory sales were 781,072 monaurals, compared with 662,946 sold last year, and 2,226,515 stereos, compared with 1,877,624 in 1961.

## Future of ARD On Line at Meet, Treasurer Says

NEW YORK—"This is it! The chips are down," said Lou Shapiro, treasurer of the Association of Record Dealers of New York and New Jersey, in commenting on a call for the group's next meeting.

The call for the meeting, Tuesday (20) at the Park Sheraton Hotel, was issued by Mickey Gensler, ARD president.

"The future of the organization, and in fact all dealer organizations, is now at stake," Shapiro said. He urged all dealers to attend.

At a previous meeting last month, a new slate of officers was proposed with elections to be held at the upcoming session. *Noni-*

*Continued on page 49*

## DISK DEALS FOR DEALERS

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering records of special terms. Shown where available are starting and expiration dates for each deal as well as the date of issue and page number of the original news story and/or advertisement providing details of each promotion. Please consult these for full information.

**PRESTIGE**—Expires November 15, 1962.

Buy seven, get one free on complete catalogs of Prestige plus the following affiliated labels: Prestige International, New Jazz, Moonshine, Sebring, Blueville, True-Sound, Lively Arts, Near East and Irish.

**ATLANTIC-ATCO**—Expires November 30, 1962. Started October 15, 1962. Label is offering a 15 per cent merchandise discount on album catalog and new releases.

**CAPITOL-ANGEL**—Expires November 30, 1962. Started October 15, 1962. One-for-two LP plan covering Angel's entire press catalog, and a 1-for-2 offer of Capitol's complete Hollywood Bowl Symphony Catalog.

**DOT**—Expires November 30, 1962. Started November 1, 1962.

Label is offering 10 per cent cash discount on entire Lawrence Walk catalog.

**KANDY**—Expires November 30, 1962. Started November 1, 1962. Label is offering a seven-for-the-price-of-six deal on its complete catalog of singles and albums.

**KING**—Expires November 30, 1962. Started November 1, 1962.

Label is offering a 12 per cent discount on all LPs purchased with a minimum requirement of 10 LPs from the combined King-Belmont-Audio Lab catalogs.

**STARDAY**—Expires November 30, 1962. Started November 1, 1962.

Label is offering a Christmas stocking plan of one LP free for every five purchased.

**REQUEST**—Expires December 1, 1962.

Buy 10, get two free on LP releases, including "German Student Songs," "Songs of Portugal," "Fernando Merla—the Queen of Fado" and "Songs From the Alps."

**COLOM**—Expires December 6, 1962. Started September 10, 1962.

Label is offering 15 LPs free on every 100 purchased Plan is on new releases.

**CADENCE**—Expires December 10, 1962. Started November 5, 1962.

Send plan in four free albums on a minimum order of 25. Program covers complete LP catalog and four new releases.

**EPIC**—Expires December 10, 1962. Started November 5, 1962.

Label is offering a 15 per cent discount on distributor purchases of their seven new album releases, five new tape releases and 16 specially selected albums from the label's catalog.

**CAPITOL-ANGEL**—Expires December 15, 1962. Started October 1, 1962.

A (12) per cent discount being offered on 41 Capitol and Angel Christmas albums. *See separate story, page 48* October 13 issue, for details.

**LIBERTY**—Expires December 24, 1962. Started October 1, 1962.

Label is offering dealers a 15 per cent discount on Chimpunk product, new and catalog. See separate story, page 48 October 13 issue, for details.

**COLUMBIA**—Expires December 31, 1962. Started November 15, 1962.

Label is offering an extra 10 per cent discount on 15 of the Mitch Miller Sing Along albums.

**HORIZON**—No expiration date. Started September 11, 1962.

Label is featuring an introductory 10 per cent discount on 10 purchased. Offer covers the 10 LP releases so far in August and September.

## BEST SELLING

## PHONOGRAPHS, RADIOS & TAPE RECORDERS

These are the nation's best sellers by manufacturers based on results of a month-long study using personal interviews with a representative national cross-section of record-selling outlets (only) that also sell phonographs, radios and/or tape recorders. A different price group is published in the space each week. Each category represents approximately every 14 weeks.

The percentage figure shown for each brand is its share of the total number of weighted points derived from all dealer responses. Point tabulations are based on the rank order of manufacturers' sales at each dealer, and weighted by size of outlet. Only manufacturers earning 5% or more of the total dealer points are listed below.

## PHONOS LISTING BETWEEN \$101 and \$150

POSITION			
This Issue	8/18/62	8/19/62	
Issue	Issue	BRAND	% OF TOTAL POINTS
1	1	1	Magnavox ..... 31.9
2	3	2	Voice of Music (V-M) ..... 11.3
3	5	4	Motorola ..... 7.1
4	8	—	Symphonic ..... 6.8
5	4	7	RCA Victor ..... 6.5
6	6	5	Weber ..... 4.8
7	2	3	Decca ..... 3.9
7	7	6	Zenith ..... 3.9
7	9	8	General Electric ..... 3.9
10	—	9	Capitol ..... 3.5
10	—	9	Phonola ..... 3.5
		Others	..... 12.9

Since this chart is based on the previous month's sales, it is conceivable that certain brands will appear at one time and not at another because of many influencing factors. Thus it does not indicate that the above ranking applies for any period other than the previous month. These brands that appeared in previous issues for this category and do not happen to merit a listing here are shown below with their rank order in the issue indicated in parentheses.

8/18/62 issue: All brands represented in current chart.

5/19/62 issue: All brands represented in current chart.

## READERS will Love the

## NEW LOOK

of  
**BILLBOARD**  
MUSIC WEEK

Coming  
January 5



**Will the new red DJ carton please stand out?** And stand out it does, as you can see for yourself. Now, when DJ record copies have to be found in a hurry, there's no more guesswork involved. There they are, bold as life. It's a simple solution to a long standing problem and Columbia Record Productions is adopting it now because it will make a difference to you. It's little things like this that make Columbia Record Productions stand out when it comes to servicing your every need. **COLUMBIA RECORD PRODUCTIONS**

(THE IDEA FOR THE RED BOX SUPPLIED BY MR. DAVID KAPP, PRESIDENT OF KAPP RECORDS.)



BILLBOARD  
MUSIC WEEK

## BUYERS &amp; SELLERS

## CLASSIFIED MART

A convenient market place for the best sources of equipment, supplies, services and personnel... serving more than 20,000 buyers, sellers, and users of music, records, tapes, home entertainment equipment, coin machines and many other related products throughout the entire world.

## DISTRIBUTING SERVICES

## RECORD DISTRIBUTORS

**STILL ON THE MOVE  
I CAN'T HELP IT**  
Johnny Tilletson—Cadence  
I'M HERE TO GET MY BABY  
OUT OF JAIL

Beverly Brothers—Cadence  
**MENT MUSIC**  
DISTRIBUTORS, INC.  
15773 Wyomang Ave.  
Detroit 38, Michigan  
Michigan's Newest & Fastest Growing  
Distributor  
If Distribution Is Your Problem, Call  
Gene Silverman, UN 3-9119.

**LOOKING FOR**  
those hard to get  
**OLDIES AND GOODIES**  
We Have Them!

**RELIC RACK**  
116 Main St.  
Hackensack, N. J.

THE COMPANY THAT REALLY GORE  
other business ads that get more headlines  
supply center, will purchase disks for 30,960  
albums at a cost of \$77,221.20.  
The contract, which was awarded  
to Pat's by the Defense General  
Supply Center, will purchase disks for 30,960  
albums at a cost of \$77,221.20.  
The contract, which was awarded  
to Pat's by the Defense General  
Supply Center, will purchase disks for 30,960  
albums at a cost of \$77,221.20.

**RESULTS???** Recent CLASSIFIED MART advertisement for  
distribution outlets brought 28 replies in 4 days!!!

## USE THIS HANDY AD ORDER BLANK

Please insert the following ad for \_\_\_\_\_ consecutive issues.

Classification: \_\_\_\_\_

☐ Set regular classified style. ☐ Set boxed classified style.

Copy: \_\_\_\_\_

Company Name: \_\_\_\_\_ Authorized by: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ Zone: \_\_\_\_\_ State: \_\_\_\_\_

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**BILLBOARD MUSIC WEEK BUYERS AND SELLERS CLASSIFIED MART**

1564 Broadway 1820 N. Gower St. 188 W. Randolph St.

New York 36, N. Y. Hollywood 28, Calif. Chicago 3, Ill.

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9. Jimmy Fox

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11. Danc  
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# 25 Years in the Business, Nat Cole Finds There's No Rest for Talent

• Continued from page 4

when he signed with what was a rarity in the business in those days, an indie label, known as Armour Records.

This was during Cole's jazz period when he played piano and sang with his combo, during which time the Chicago arm was much under the influence of the great Earl (Fatha) Hines.

"He was my idol," Cole says, but Nat Cole is one artist who is never left behind when the scene now in the business. Even now, he's planning new conquests in other fields.

## Wants Another Hit

"Sure, I want another hit record, and I'll be trying hard with 'Dear Lonely Hearts' and 'Who's Next in Line,'" he said. "But you'll notice that neither one of them is a copy of 'Ramblin' Rose.' I never tried to follow 'Nature Boy' with a copy either. If an artist thinks he's found the right formula with one hit, he's mistaken. Copying is just a blind alley. You've got to be fresh and new each time out."

Cole's plans for diversification are just as up to date as his plan for a hit record.

"Yes, I'm still in the publishing business, but

there's more. I've got to have a place to put the songs in my firms, Cornet (ASCAP) and Sweco and Tri-Part (both BMI), so I've started a record company. No, I'm not going to put myself on the label, I like Capitol too much and I've got a long-term contract.

"But I want to make something of that label. Matter of fact, I've turned a.k.a. man. I've always wanted a protégé and I think maybe I've got one now in Joe Bailey, a kid I discovered here in New York. I'm recording an album with him next week. After we finish the recording, I'm going to go out and stump for him and talk him up with the disk jockeys.

"I've also got a producing company going for me now. It's called Kal-Cole Productions and it's set up to make movies, television film shows and live concerts. Like Jones is my man on this scene and the firm produced my concerts last summer.

"I don't know how well I'll do with this. But you'll bet I'll keep trying hard. I couldn't stand just sitting back and resting. That's no way to keep the wheels turning."

## SILENT SELLER STALKS STORE

PHILADELPHIA—Cannock-Parkway Records has introduced a new promotional container for records which also acts as an easy display for impulse sales. The piece is called the Silent Salesman and is capable of holding 12 albums in each section—for a total of 72 LP's. The design of the Silent Salesman is designed to give LP's a full-face showing. It has finger holes on one above each stack of disks, make the removal of records and the refilling of the stacks easier. In addition a kick plate is provided to cut down stock marks.

## Good Will Shown By Ambassador

NEW YORK—Ambassador Records is distributing streamers designed to hype sales of kiddie records. The streamers are meant to boost all kiddie lines, not just those on the Ambassador children's label, Peter Pan. Ambassador is planning to have the streamers around well before the Christmas buying season. The banner reads: "Don't Forget... Records for the Kids."

HEADING FOR THE TOP!

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**"FINALLY FOUND OUT"**

**"SITTING & THINKING"**

CHARLIE RICH

Philips

639 Madison, Memphis, Tenn.

## Admiral Sues 10 Firms in Patent Beef

CHICAGO—Admiral Corporation and its Canadian subsidiary filed simultaneous complaints against 10 American and Canadian companies charging infringement of record changer patents.

The U. S. companies named were: Montgomery Ward and Company, Magnavox Company, BSR (U. S. A.) Limited, Garrard Sales Corporation, British Industries Corporation and Avnet Electronics.

The suits were filed in U. S. District Courts in Chicago; Fort Wayne, Ind., and New York. According to William S. Baltz, vice-president and general counsel, Admiral is seeking a permanent injunction and substantial monetary indemnity.

Admiral alleges that the American firms have been and still are infringing patents covering the following automatic record changer improvements: a mechanism that starts the record change cycle, two special spindle adapters permitting the automatic playing of 45 r.p.m. records, a device that enables one to remove a stack of played records without removing the spindle, a device that permits the playing of different size records of the same speed, and a special mounting for a record changer turntable.

The suits filed against the Canadian manufacturers pertain to four Canadian patents covering the spindle adapters, the device that permits the removal of a stack of played records without removing the spindle, and the system for playing different size records of the same speed.

Last year, Admiral filed a suit against Seeco Records and Company, charging infringement of four patents pertaining to a television remote control system and automatic record changers. The suit was settled out of court.

## Future of ARD

• Continued from page 46

nated for president were the incumbent, Gendler, and a former president, Sy Bondy. Vice-president nominations include Don Horowitz, Rudy Delandand, Sy Bondy, Raymond Reitzert, and Peter Elliott. For treasurer, the nominations include Lou Shapiro, incumbent, Sy Bondy, and Tannhausen, while those named for recording secretary were Rudy Delandand and Lou Cicchetti.

## List Price: \$450

• Continued from page 46

what the LP record was to disks," he said, going on to detail the nature of the package for the cartridge product. He said the oversized package made the cartridge less "puffer prone."

In an introductory statement, Burl Cross, executive vice-president of 3-M, declared the new unit to be "one of the most significant new products in the home entertainment field." Cross also traced the evolution of the unit back to the time in 1959 when CBS Laboratories of Stamford, Conn., was assigned the task of developing the concept from drawing board to pilot model.

During the demonstration, the unit was played through its own built-in speaker system and through a series of pairs of large high-fidelity stereo speakers emplaced in the room. Though fidelity appeared to be on a par with many other stereo playback models on the market, in conventional reel-to-reel form or other cartridge styles, traders present agreed that the suggested list price of \$450 might require any quick, initial, sales breakthrough.

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Box 1941 Bridgeport, Conn.

Say You Saw It in Billboard Music Week



## Coin Machine Exports

August, 1962

Country	New Phonographs No.	New Phonographs Value	Used Phonographs No.	Used Phonographs Value	Amusement No.	Amusement Value	Total No.	Total Value
Belgium	366	\$275,711	391	\$96,055	273	\$1,744	1,030	\$453,510
West Germany	476	293,136	27	9,816	331	404,349	836	447,500
United Kingdom	134	80,721	21	8,316	772	244,794	927	333,831
France	30	24,740	—	—	452	155,242	482	179,982
Canada	14	13,121	—	—	252	76,314	266	89,435
Netherlands	65	49,840	59	16,383	134	7,145	134	73,365
Switzerland	43	34,013	—	—	75	21,482	118	55,495
Japan	15	12,064	70	14,785	78	19,890	163	46,739
Nicaragua	54	36,956	10	7,950	—	—	64	44,906
Norway	25	25,800	51	18,991	—	—	76	44,791
Italy	16	11,361	—	—	89	29,958	105	41,319
Venezuela	8	6,895	16	6,565	82	26,477	106	39,937
Chile	33	26,756	—	—	25	12,175	58	38,931
Sweden	10	8,180	—	—	74	24,072	84	33,052
Other Countries	65	44,017	109	23,851	360	86,546	534	154,414
Totals	1,356	\$943,306	754	\$201,913	2,873	\$926,988	4,983	\$2,072,207

Overseas' Ability to Pay Up,  
So Are Figures on U.S. Export

By AARON STERNFIELD

NEW YORK—United States exports of music machines and coin-operated games are running substantially ahead of last year. Latest figures released by the U.S. Department of Commerce—for August—show total exports of \$2,072,207, compared with \$1,412,698 for August, 1961.

As was the case a year ago, amusement machines account for slightly less than half the total, with the number of unit shipments virtually unchanged—from 2,849 to 2,873.

However, the dollar value of game shipments increased from \$72,727 to \$926,988, reflecting the overseas demand for newer games in better condition, and also reflecting the ability of overseas buyers to pay more for first-rate equipment.

## Prime Locations

Despite the increased activity on the part of European juke box manufacturers, the demand for the U.S. product is increasing. The old saw that overseas operators insist on new American machines for their prime locations is borne out by the statistics. A year ago, foreign operators and distributors bought 831 new juke boxes worth

\$547,548 in August. For the same month in 1962, they bought 1,356 juke boxes valued at \$453,510.

While foreign coinmen spent more for used juke boxes in August, 1962, than they did the previous year, they bought fewer. In 1962, prices for used juke boxes have actually decreased. In August, 1960, some 463 pieces valued at an average of \$29,149 each were shipped. In August, 1961, some 754 pieces valued at an average of \$26,779 each were shipped.

Probably the most significant drop in value of used juke boxes is the growth of domestic music machine manufacturing in Europe. When a local location is involved, the overseas operator generally will go for a new U.S. box. But when a secondary location is involved, he is more apt to buy an inexpensive new model of domestic manufacturer than spend the same amount in a used U.S. machine.

In games, the operator doesn't have that option. Virtually everywhere he operates is U.S. manufacture. With the exception of the so-called type, no serious attempt has been made by an overseas manufacturer to compete with the U.S. amusement game producers. And it seems unlikely that

any such attempt will be made in the foreseeable future. American technology in electronic game circuitry is just too far advanced.

Belgium was the U.S.'s best customer for August, with purchases of \$453,510, most of it in juke boxes. The Belgians bought 666 new music machines (valued at \$275,711) and 391 used pieces (valued at \$96,055) against only 273 games of all types (valued at \$81,744). Belgium was the biggest purchaser of used juke boxes and second only to Germany in new juke box expenditures.

West Germany's total purchases of \$447,500 were only a shade behind Belgium's. The bulk of this was accounted for by new juke boxes—478 units valued at \$293,136. The Germans bought only 27 used juke boxes, valued at \$9,816.

## Buying Pattern

Germany is probably the most dramatic example of the overseas juke box buying pattern—new U.S. machines for top-ranking spots and new domestic machines for the rest.

Leading market for U.S. games in August was the United Kingdom. The British bought 772 (Continued on page 58)

EUROPEAN  
NEWS BRIEFS

## Tax Inequities Under Swiss Op Fire

ZURICH—The Swiss coin machine trade organization, Association de la Branche Suisse des Automatistes, is opening a drive for reduction of federal and cantonal taxes and license fees on juke boxes. The ASA claims the fees duplicate and overlap and discriminate against the trade. The ASA is also seeking to place taxes and fees on a national basis to remove inequities in the tax structure. Taxes and fees are now levied on a cantonal basis as well as locally. The average operator pays around \$30 annually, all told.

## Monaco Lowers Customs Boom

PARIS—France is beginning the collection of custom duties on coin machines imported into Monaco from West Germany and other countries through France. Heretofore, equipment has been permitted customs-free transit through France. However, General de Gaulle has now lowered the full French customs curtain over Monaco as a result of his row with Prince Rainier over what de Gaulle claims are abuses of the tax haven status France has permitted it to enjoy. It means that Monaco's operators will have to pay an average of 15 per cent higher prices for non-French equipment. It is expected that Monegasque importers will try to beat the ban by organizing sea deliveries through the "port" of Monte Carlo, which is beyond the French Customs reach.

## English Bookies Don't Like the Odds

LONDON—British bookmakers are mounting a campaign for the imposition of the same taxes on fruit machines as is now levied on betting shops. The bookmakers' association contends that it is illogical and discriminatory to tax them and exempt the fruits, which the bookmakers' view, would produce more tax revenue than the betting shops. The bookmakers' group has proposed to the British Treasury an annual tax on fruits of \$150 per machine. Fruit tax proceeds would be used to provide public recreation facilities, including athletic arenas and swimming pools. The bookmakers complain that clubs, which are permitted to operate fruit machines, are in direct competition with the betting shops.

## East Germans on Castro Music Juke

EAST GERMANY—East German juke boxes have gone on a tag of Cuban music, product of the Communist black camaraderie with Fidel Castro. Of the 40 selections offered by most East German machines, 25 to 30 are Cuban discs. Once banned as "decadent," Latin dances are now all the rage in East Germany, thanks to Castro.

## Stay Within the Law, Bingo Ops Urged

BRUSSELS—The Belgian trade association, the U.B.A., is striving to rescue bingo from judicial oblivion by putting pressure on operators and locations to comply with gaming laws. The trade association contends that it is not the bingo machine per se that is at fault but operating policy. In co-operation (Continued on page 57)

United Debuts  
New Lancer  
Shuffle Alley

CHICAGO—Up to six players can play any one of seven games with the new Lancer shuffle alley. Each player can pick an "easy" or "normal" strike with button control.

Games include: Dual flash scoring, in which a player's top score of 960. Strikes score 30-40-50-60-80, spares 20-30-40-50-60. If a strike is missed, flashing lights permit the player to pick up a 50 spare value.

Others are flash scoring with a top score of 960; special scoring, top score 300; advance scoring, top score 730; all spares scoring, top score 360, and bonus scoring, top score 990.

Games (in standard) 8 1/4 feet long and 2 1/4 feet wide. Sides are trimmed with chrome rails. Back board fluorescent lights and scoring drums are white on black.

## MOA to Plan Publicity Tie-Ups

By NICK BIRRO  
CHICAGO—The Music Operators of America is organizing a blue-ribbon all-industry committee patterned after the old Coin Machine Council steering committee. The new group's current public relations effort.

Setting up this committee, along with drawing up an industry code of ethics, will be the top priority business, according to Lou Casola. MOA will also concentrate on tie-in programs with charities of the Illinois Amusement Operators' Association in working with March of Dimes and the U.S. Marine Corps Toys for Tots programs as example of what will be done.

Detroit Meet  
Casola was slated to meet with the Detroit Operators Association this week (9-13) and return to Chicago for a meeting with MOA executives Robert H. Blumfeld, managing director, and J. Harry Snodgrass, president. Sunday (14), MOA will attempt to raise support for its public relations pro-

gram through State and local groups.

Operators are being asked to contribute \$25 (for less than 50 machines) and \$50 (for over 50 machines). Distributors will be asked to kick in \$200. A sliding scale

will also be set up for manufacturers and suppliers.

Steering Committee  
The public relations steering committee will include representatives from four areas: manufacturers, distributors, operators and the trade press.

Many of these will be people who also served on the Coin Machine publicity tie-up steering committee which was in existence some two years.

Casola said MOA did not propose to have a professional public relations council—at least for a while.

## Old Problems

"We're going to make use of the experience we gained in the old program—there are a lot of old problems that we won't have to solve again," he said.

Among distributor ranks, Bob Stifer, head of the National Coin Machine Distributor Association, will be invited to serve as one of the members from the group. Casola said that a representative

from every juke and amusement game manufacturing firm will also be asked to serve on the committee.

Commenting on the code of ethics, Casola said that MOA members will be furnished stickers showing they are members.

"It's not enough to have a code of ethics," he said. "The public must be informed about it. We plan to have a public press conference announcing this entire project. We also plan to circulate our code to law enforcement officials around the country. The whole point is to let people know that the coin machine industry has set up an approved code of practices and that certain operators do subscribe."

Casola said he also hopes to make locations conscious of the deal.

Discussing the March of Dimes and Toys for Tots projects, Casola said they had proved to be an unqualified success in the Northern Illinois area.

Rockford (Ill.) operators agreed (Continued on page 57)



## Seeburg European Showings



SEEBURG'S HAMBURG PREMIERE, sponsored by Seeburg, drew operators from all parts of Germany.



SEEBURG'S HENRI HERBOSCH, left, and Jack Gordon, Seeburg executive vice-president, address Belgian operators at the Antwerp showing.

## Wurlitzer Bid in Europe at 2 Levels

By OMER ANDERSON

HAMBURG—Wurlitzer's bid for a share of the European music machine market is being made at two levels. The company is shipping the U. S.-made product for prestige locations and is hitting the bread-and-butter locations with its German-made Lyric.

Wurlitzer's experimentation is novel in several respects. It is the first American company to design and place in production a machine specifically for the European market. It is also the first American firm to build its own production plant overseas. And it is the only U. S. firm both shipping its U. S. model to Europe completely assembled and ready for play, while simultaneously building a completely different machine for the European market in its own plant in Europe.

The Wurlitzer experiment is still just that. Progress to date, while encouraging, remains inconclusive. Wurlitzer's strategy aims at capturing the best of both phonograph market worlds, and if this strategy succeeds it will score a double-barreled success.

### Livorno Model

Meantime Wurlitzer is not only shipping the U. S. model to Europe ready to play and manufacturing a Continental economy machine, it is also permitting the U. S. Wurlitzer to be produced in Italy (at Livorno by Notomac) under license. This means that when the European

Common Market materializes, the "Made in U. S. A." Wurlitzer will be put in direct competition with the "Made in U. S. A. but assembled in Livorno" model.

Wurlitzer is pressing organization of an effective distributor network in West Germany, to be followed by the organization of a strong Common Market sales set-up. Wurlitzer is operating through two organizations. Deutsche Wurlitzer GmbH, with headquarters at Huelhorst, and headquarters through Wurlitzer Overseas AG, at Zug, Switzerland.

Deutsche Wurlitzer, headed by Dr. Wilhelm Foelkel, is primarily a manufacturing, engineering and development company. The Zug company, headed by Hans Scheidegger, is Wurlitzer's sales arm for the Continent and the Middle East.

Erich Schneider is the exclusive West German general importer for Made in U. S. A. Wurlitzer. The Wurlitzer formula contrasts not only with Seeburg's sole reliance on its U. S.-built machines, but also with the local assembly practice of Rock-Ola and AMI. None is offering its own economy machine specifically designed and engineered for the European market, although Cantoren Corporation of America has continued production of the Tonomat Telermatic since acquiring the Tonomat plant near Frankfurt.

Telermatic is sold separately from AMI and is not identified as being a Rowe-AMI product.

## Pennsylvania Group Joins MOA

CHICAGO — The powerful Amusement Machine Operators Association of Pennsylvania put its support solidly behind Music Operators of America and voted to enroll its full membership automatically in the national association.

In a vote taken at the group's monthly meeting in Harrisburg, Pa., recently, it was unanimously decided that "any AMOA member who is not a member of MOA will automatically be enrolled in the national association without an increase in dues."

The move is a big plus for MOA and represents its first big breakthrough on the State level. MOA agreed on a program of enrolling State association members in the national association at its recent directors meeting at the Morrison Hotel here.

### Precedent Established

Of necessity, however, the program requires the full co-operation of the various State groups, and the Pennsylvania association's vote is the first such taken.

The move is also a vote of confidence in MOA's new man-

aging director, Robert H. Blundred, who made a personal appearance at the association meeting to push for membership.

Samuel Daub, president of the Pennsylvania group, said the enrollment in MOA will be accomplished by combining dues for both organizations in the one payment to the State group.

Daub said the procedure would not only increase MOA members but would help strengthen the State group as well.

"The pattern we have worked out here in Pennsylvania can very well be used in other parts of the country to build stronger associations for our industry," Daub said.

Annual Meeting  
Other decisions made at the Pennsylvania meeting include the approval of a banquet and annual meeting to be held in the near future and the presentation of the association's annual awards for public relations and outstanding industry service.

The public relations award is to "any operator in the Commonwealth of Pennsylvania active in the coin machine industry who takes a practical role or makes

some newsworthy contribution in some civic, religious, welfare or charitable endeavor. Membership in MOA is a prerequisite.

Eligible recipients are selected by their fellow coin machine men in their respective areas. Final decision is made by AMOA's board of directors.

### AMOA Awards

In the outstanding industry contributions category, AMOA gives two awards—one to a Pennsylvania coin machine operator, and one to a Pennsylvania manufacturer, distributor, jobber or member of a related field.

Eligible persons are selected by AMOA members by ballot. Persons receiving the highest number of votes are declared winners.

Commenting further on the move to have members join the national association, Daub said, "It is about time that every operator and others in the industry realized the importance of the work done by MOA and support the organization to the hilt."

"We in AMOA are proud to have taken this step to show our working in our behalf."

## WILLIAMS HOLDS 1ST SHOWING OF BOOK VEND UNIT

CHICAGO—The Williams Electronic Manufacturing Corporation held the first in a series of regional distributor meetings for its new book vending machine, at the Sahara Inn here, Thursday and Friday (8-9). Art Weinand, Williams' vice-president, and Dave Howie, vice-president of Williams' vending division, were on hand to unveil the item.

Additional meetings will be held in Philadelphia, Marriott Motor Inn, November 12-13; New Orleans, Fontainebleau, November 15-16, and San Francisco, Del Webb Hotel, November 18.

## Wurlitzer Names Harold Kaufman N. Y. Distributor

NEW YORK—Harold Kaufman has been named Wurlitzer distributor for the metropolitan New York area, including all of New Jersey and Fairfield County, Connecticut, Bob Bear, Wurlitzer sales manager, announced this week.

## Wichita Judge Calls Pinball Units Of Multiple Play 'Gambling Devices'

TOPEKA, Kan.—Kansas amusement company operators took it on the chin again last week when a District Court judge in Wichita ruled that multiple play pinball machines are gambling devices.

However, Judge William C. Kandt issued no opinion on whether mere possession of the machines is a violation of State gambling statutes. Possession was not a question, Judge Kandt said. The judge made his findings after Wichita city attorneys appealed two police court decisions to his court.

Increasing pressure has been directed against the pinball machines recently by the Kansas attorney general's office.

### Police Probes

Thirteen Topekanes were arrested recently and charged with misdemeanor gambling offenses after Topeka city police conducted investigations and allegedly caught

tavern and bowling alley operators "paying off" on the machines.

The investigations in Topeka were pushed by the attorney general, who obtained a list of Kansans holding federal gambling stamps from federal income tax agents and relayed the information to 42 county attorneys.

A letter asking the county attorneys "to investigate" was included with the listed location of federal stamps. Robert Brown, attorney for Shawnee County, in which Topeka is located, promptly passed his list on to Topeka police who made the investigations.

### Machines Seized

Local police also seized seven of the machines and stored them in a warehouse here.

Questioned about the arrests in Topeka and the lists mailed to attorneys, an assistant attorney general denied it was part of a State-wide crackdown on the pinball machines.

He called it "... routine procedure—done every six months or so."

William Ferguson, the State attorney general, has pointed out that possession of gambling devices is not an offense under Kansas law. "It is only their use for gambling that is prohibited," he said.

In the case of the Topeka machine seizers, officers alleged they witnessed or received payoffs in money.

## SPECIAL ADVERTISING DEADLINE INFORMATION

Thanksgiving Day means an early advertising deadline for Dec. 1 issue of Billboard Music Week (distributed Monday, Nov. 26). Copy must be in Billboard Office no later than Wednesday, Nov. 21.

## Dime Capsule Vending Gets Success Itch From 'Wigglers'

**Dime Items Key**  
Bitterman and Nelson feel the bulk industry can look forward to more and more dime items. Both feel that this is the key to keeping bulk vending going.

and price on  
Cum-Charms  
other North-

\_\_\_\_\_

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\_\_\_\_\_

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Small Two

N., JR.

Santa Fe, Ga.

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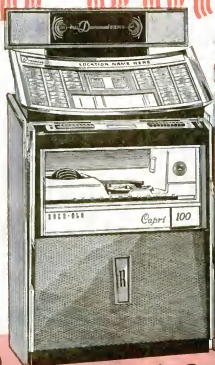


# ROCK-OLA

**BIG STYLE!  
BIG DESIGN!  
BIG APPEAL!**

The Capri 100 is enhanced with beautiful brilliant colors and gleaming metal appointments. This plus Rock-Ola's NEW Exclusive FULL DIMENSIONAL STEREO Sound makes the Capri 100 the most wanted phonograph.

MODEL 404



ROCK-OLA

## Capri 100

with Full Dimensional Stereo  
MODEL 404 DELUXE  
STEREO-MONAUROAL PHONOGRAPH

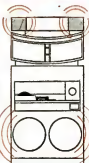
**PRE-ANGLED 2 1/4" TWEETERS ON BOTH SIDES**

**LOCATION PERSONALIZATION**

Supply of easily inserted letters, numbers, etc. are included to enable you to provide your locations with personalized phonographs.

**FEATURED STAR DISPLAY PANEL**

For model 404 Capri 100 Selection Phonograph



**NEW ROCK-OLA EXCLUSIVE**



**TRUE FULL DIMENSIONAL STEREO SOUND**

is delivered right at the phonograph by combining perfect factory pre-angled stereo cone tweeters... with the main unit speakers. Achieving a sound that immediately captures the patrons attention—thus ensuring complete location satisfaction and maximum earnings.

**NEW ROCK-OLA WALL BOX**

- Entire mechanism removable for fast efficient servicing
- Extra large cash box.
- Deep recessed 50¢ coin chute.
- Completely sealed hinged front door.
- Revolutionary new selection system.
- High styled design.
- Accumulator permits multiple coin deposits.
- Rugged construction.



Model 155A (160 selections) Wall Box

Model 156A (100 selections) Wall Box

## SEE THE BIG 3 FOR '63



**RHAPSODY 100**



**CAPRI 100**



**CAPRI 100**

With Full Dimensional Stereo  
Model 404 Deluxe Stereo  
Monaural Phonograph

With Full Dimensional Stereo  
Model 404 Deluxe Stereo  
Monaural Phonograph

Model 404 Deluxe Stereo  
Monaural Phonograph



**LOOK TO ROCK-OLA FOR  
ADVANCED PRODUCTS FOR PROFITS**

Rock-Ola Manufacturing Corporation  
800 North Kedzie Avenue  
Chicago 51, Illinois

# Juke Box Ops Carry Ray's 'Sunshine' Record to the Top

By NICK BIRO

CHICAGO—An excellent example of how juke box operators can help put a new record across is tributor shelves, according to Fred Spiora of Singer One-Stop here.

## Recent Stereo Releases For Music Operators

All titles listed below are custom 33 1/3 stereo singles packaged for the juke box operator. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard Music Week, 1554 Broadway, New York 36, N.Y.

### Rowe-AMI Top Talent

The Star Carol, Ernie Ford, Capitol (Christmas Carols)

Joy to the World/O Little Town of Bethlehem  
O Holy Night/Hark! The Herald Angels Sing  
God Rest Ye Merry, Gentlemen/Adoro Fideles  
The First Noel/We Three Kings  
It Came Upon the Midnight Clear/Silent Night

The Last Month of the Year, Kingston Trio, Capitol (Christmas Carols)

We Wish You a Merry Christmas/A Round About Christmas  
Sing We Now/Go Where I Send Thee  
The White Snow of Winter/All Through the Night  
Follow Now, Oh Shepherds/Somerset—Gloucestershire—Wossall  
Eye Bye Thou Little Child/Mary Mild

The Magic of Christmas, Nat King Cole, Capitol (Christmas Carols)

Joy to the World/Hark! The Herald Angels Sing  
God Rest Ye Merry, Gentlemen/I Saw Three Ships  
O Little Town of Bethlehem/O Holy Night  
Away in the Manger/The First Noel  
Caroling, Caroling! Tannenbaum

Season's Greetings From Perry Como, Perry Como, RCA Victor (Christmas Novelties)

Merry for the Holidays/Winter Wonderland  
Rudolph the Red-Nosed Reindeer/The Christmas Song  
Santa Claus Is Coming to Town/White Christmas  
Here We Come A-Caroling/We Wish You a Merry Christmas  
O Holy Night, Little Town of Bethlehem

### Seeburg Artist of the Week

Modern Sounds in Country and Western Music, Vol. 2, Ray Charles, ABC-Paramount (Country)

You Are My Sunshine/Take These Chains From My Heart  
No Letter Today/Your Cheating Heart  
Somewhere You'll Want Me to Wait/You'll Never Stand in Your Way  
Don't Tell Me Your Troubles/Making Believe  
Oh, Lonesome Me/Hung Your Heart in Shame

Music of Brazil, Percy Faith, Columbia (Latin Instrumental)

Brazil/Olelinda  
Ba-To-Do-Do/Amoredo  
The Bomba! Boia  
Tico-Tico/Little Dreamer  
Mozart/The Minute Man

"You Are My Sunshine" on ABC-Paramount.

Operators were calling for the record weeks before it even hit tributor shelves, according to Fred Spiora of Singer One-Stop here.

Delivery came late last week, and hottest customers were the juke box boys.

To signify a general soft collection picture, operators were buying at a steady pace. A look at Singer's sales showed that "Ride," by Dee Dee Sharp on Camelot, was selling well to both juke box operators and stores.

"Telstar" Still Strong  
"Telstar," though not new, was still selling strong to the operators. Business on Mitch Miller's "Longest Day" (Columbia) picked up following the opening of the movie here last week.

Other good sellers were "Lonely Bull," with the Tijuana Brass on A & M, and "Rainbow at Midnight," with Jimmy Rodgers on Dot. The Rodgers tune is done in the same style as his previous hit "You'll Never Know," which incidentally is still selling well to the coin machine trade.

A check of one-stops and coin machine distributors indicates a general shortage of capital among operators.

#### Bad Checks

Indications include several one-stops reporting an increase in "Ns" (insufficient funds) checks and distributors reporting an increase in financing.

Business is generally off this time of the year but it seems to be more severe now than usual. Operators are looking toward Thanksgiving as the turning point. A combination of cold weather and holiday spirits—bottled or otherwise—is usually a good stimulus for the tavern.

The Cuban situation, though affecting business in some parts of the country, doesn't seem to be a factor here. At least operators don't think it is. One big Northwest Side operator pointed out that with the exception of President Kennedy's five-minute Cuban speech of a couple of weeks ago, people were not listening to television any more than usual.

#### Election Blues

Speaking of television, however, operators naturally lost a day due to the elections last week. Taverns were closed during the day because of State law and the evening was devoted to the TV screen where all four major stations carried the returns deep into the night.

An interesting commentary on the new phonograph models came

from one operator who operates a string of machines on the Indiana tollway.

Having installed a number of new Seeburgs, the operator immediately reported collections up from 20 to 100 per cent. "We usually expect a hike in collections when a new machines goes in, but this is very unusual."

#### New Thinking

The operator's remarks were particularly interesting in that the comparatively high price tag on the Seeburg models has caused no little talk in the trade. Most operators agreed the machine was beautiful but wondered about the high cost. If the Indiana operator's experience is shared by others, some new thinking might develop.

Operators also seem to be doing more stereo programming than before, especially in the out-of-town spots. Fred Spiora of Singer One-Stop notes that the Seeburg stereo packs—among others—are steadily improving in sales.

The radio station picture continues bullish with WLS and WYNN knocking heads in creating more single excitement than the city has seen in a long time.

#### WYNN Gals

Pulse figures released last week confirmed that WYNN has made a significant penetration of the local market (see Chicago weekly market analysis in Music department).

Though some of WYNN's ratings came at the expense of rockin' WLS, many traders felt the new station has created something of an

## GOOD OLD DAYS OF PLAYER PIANO ON ROAD BACK

NEW YORK—The coin-operated player piano, a relic of the turn of the century, may be making a comeback. John A. Duffy, Palisades Park, N. J., a retired tugboat captain, has been reconditioning the antiquated devices for three years and he is currently employs 12 workers in his shop. Old player pianos go for about \$25 each, and it costs about \$450 to \$500 to get them in top shape. For another \$100, Duffy will put a coin mechanism on the piano. To date, Duffy has sold about 40 to 50 coin-operated units, mostly to tavern owners. One location owner, Leon Zieger, has two in his Casino Royal in Washington. They replaced two juke boxes. For 5 cents a play, the patron can get tunes ranging from "Peppermint Twist" to "Let Me Call You Sweetheart."

audience of its own, thereby expanding the overall awareness for singles.

The whole thing adds up to a big plus for the record business and operators are feeling some of the new benefit.

## DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

RETURN TO SENDER  
AND  
WHERE DO YOU COME FROM

ELVIS PRESLEY  
RCA Victor  
8190

LIMBO ROCK  
AND  
POPEYE (THE HITCHHIKER)

CROSBY CREEKS  
Parloxy  
849

NOTHING CAN CHANGE THIS LOVE  
AND  
SOMEBODY HAVE MERCY

BARB DOOLE  
RCA Victor  
8088

I WAS SUCH A FOOL  
AND  
HE THINKS I STILL CARE

CONNIE FRANCIS  
RCA  
8698

LEAH  
AND  
WORKIN' FOR THE MAN

NOT ORISON  
Monument  
467

SURFIN' SAFARI  
AND  
409

BEACH BOYS  
Capitol  
4777

I CAN'T HELP IT  
AND  
I'M SO LONESOME I COULD CRY

JOHNNY TYLLOTSON  
Columbia  
1422

DON'T ASK ME TO BE FRIENDS  
AND  
NO ONE CAN MAKE MY SUNSHINE SMILE

EVERLY BROTHERS  
Warner Bros.  
8277

YOU ARE MY SUNSHINE  
AND  
YOUR CHEATING HEART

SAL CHARLES  
ABC-Paramount  
15078

A LITTLE BIT NOW  
AND  
SHE'S A TROUBLEMAKER

MAJOR  
Imperial  
8479

DEAR HEARTS AND GENTLE PEOPLE  
AND  
GOTTA TRAVEL ON

SPRINGFIELD  
Philips  
40678

You're in business to make money.  
Billboard Music Week is in business to help you.

Weekly dollars and sense information in every area of your fast-paced industry... profit ideas—current trends and forecasts—legislation affecting your operation—new machines—new products—new services—new money-making ideas.

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☐ Payment enclosed ☐ 3 EXTRA issues for each ☐ Bill me later  
Above subscription rates are for U. S., Canada and Europe.  
Other overseas rates on request.

Company \_\_\_\_\_  
Name \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ Zone \_\_\_\_\_ State \_\_\_\_\_  
Type of Business \_\_\_\_\_ Title \_\_\_\_\_





# Each Location a Separate Challenge To Denver Man's Little Black Books

By BOB LATIMER

DENVER—Dan Keys, partner with his brother Sam in operation of Apollo Music Company here, carries 200 small black record notebooks in his car. The 200 notebooks each represent a music programming problem on one Apollo Music Company stop—and they point out one of the most elaborate, carefully detailed music-menu systems in use in the Western States.

Keys regards each of the 200 stops involved as an entirely separate challenge, and never, despite the huge size of the Apollo string, does he attempt to make the music menu which is profitable at one location do the same job at another.

"It simply won't work," Keys said, "simply because two stops, only a block apart, are likely to attract an entirely varied type of clientele, with the result that it takes a music menu tailored to that location to get the desired play level."

For an example of how dissimilar locations can be within the same city, Jack Hackett, veteran Apollo mechanic, pointed to Lowry Air Force Base, in East Denver, the big military installation crammed with thousands of young Air Force servicemen, where the firm has a wide string of locations.

Oddly enough, every one of these locations demands the programming of much jazz, simply because the airmen, from all over the United States, show a uniform preference for this. "It isn't jazz," Hackett said, "jazz music is more likely to go in places outside a military base where younger customers of the same type collect. So, we program jazz where young servicemen are concentrated and find that it always pays."

## Jazz Strong

In most of the military locations, both on the Air Force Base and in a neighboring Army installation of similar size, Keys puts as much as one-third of the music menu into jazz. The play meter is the criterion, invariably demonstrating that this is what young servicemen will play, above Twist, above the Top-40, and old favorites.

Conversely, the Colorado operator was the first in the Denver area to experiment with loading up the menu with old favorites, many of them classics, more than two years ago. Now practically every Apollo Music Company spot spot shows a wide choice of such old favorites.

"When in doubt, pick a song or instrumental which was popular 20 years ago," said Keys.

Some restaurants which cater to older people and families have as much as 80 per cent of the music menu in classics and old favorites, with the remaining 20 per cent in the Top-40 bracket.

The important thing, Keys believes, is the fact that he is willing to study each location separately, and to plan the music menu to match.

## Location Visits

It isn't unusual, as a matter of fact, for Keys to visit every stop every 90 days, and completely revise his programming as a result. Often, a location's characteristics will change sharply in the matter of a few months and what was good in January may not ring the bell at all in April.

Understandably, in order to keep each of his notebooks full of facts on each spot, Keys must spend a lot of time in location survey. Fortunately, Keys is a bachelor (as is his brother-partner), which means he can put in apparently limitless amounts of time in the effort.

At the location, Keys makes sure that the regular patrons know that he owns the phonograph and amusement machines. He seeks their advice in selecting the records.

A bit of conversation along these lines will bring up the sort of information which couldn't be got in any other way—such as a predilection for Vienna waltzes in a neighborhood where the Twist music or at least the Top-40 tunes would seem ideal.

Similarly, in an area which would appear to lean toward rock or foreign music, such as Denver's large Slavic suburb, Keys will find that taverngoers there are more interested in jazz or novelty numbers.

It isn't surprising that the Apollo Music Company partner, responsible for all programming, never repeats himself twice in any stop, and is careful to see that he is in the location often enough to make his records count.

## Record Changes

Keys feels the average operator does not change records often enough. In his case, he changes up to 10 records a machine each two weeks, about twice the normal turnover, and he buys records every day, listening critically to a dozen or so at a nearby one-stop.

Many operators try to program a certain percentage of the Top-40 or Top-20 old favorites, Westerns and novelties. Keys thinks that this system is thoroughly misleading. He simply goes by the notebook, selecting records for the collector, until he has what he feels is the right mix for the stop.

"Programming is a one-man operation with us, and I guess I'm the man," Keys said.

## EUROPEAN NEWS BRIEFS

• Continued from page 50

with the Confederation Nationale des Hoteliers. Restaurateurs et Cafetiers de Belgique, the Belgian hotel trade association, the U.B.A. is asking that all prizes be discontinued, including cash, tokens and prize vouchers; and that where free games are awarded the games must be played, or be lost, but may not be extended for prizes under the view is that a few operators have jeopardized bingos by ignoring the law.

## 'Shoot the Bear' Still Running

HAMBURG—A game which was first manufactured by Sebburg 10 years ago is still a prime attraction at Lara K. Skriver's amusement center in Hamburg. The game is Shoot the Bear, and Skriver says the collections today are just as large as when he purchased the game eight years ago. Skriver's arcade is rated as probably the largest in West Germany with the greatest assortment of games, consisting of the major U. S. as well as German and other European-built games.

## German Firm Lists Money-Makers

FRANKFURT—Globus Schallplattenzentrale is offering a new juke box disk service—the "70 Money-Makers," a top tune list compiled by scientific surveys. Surveys are made of disk, shop sales, diskery orders from distributors, and juke box play as revealed by popularity meters. Figures are correlated and the 20 top tunes listed. The list is issued weekly to phonograph operators to serve as a guide for their selections. Skriver claims its list is the most accurate issued in Germany, consisting as it does of a cross-checking of disk popularity indicators.

## MOA to Set Up P-R Effort

• Continued from page 50

to donate a juke's juke proceeds to the charity. The effort received local press coverage and the mayor of Rockford agreed to deposit the first dime of the day into a machine.

The Rockford association received a certificate of merit from Basil O'Connor, national president of the polio foundation for its work. In the Toys for Tots project, the juke box operators gathered the toys and turned them over to the Marine Corps for rebuilding and distribution to charity. The operators received local acclaim.

## Little Notice

Casola noted that the donation of juke boxes and games to local charities by associations was very prevalent but received little notice from the general public.

He said the Illinois Amusement Association gave from 10 to 15 juke boxes each year.

He noted an important part of the business was the supplying of records and service as long as the charity had the machine.

## Service Pitfalls

This is accomplished by individual operators in the association taking turns in making the donation and supplying records and service. Casola noted the worst thing to do was give a juke box and then no service or records.

Casola said his association is always willing to co-operate with any legitimate charity but asks that the charity (not the association) call the newspapers and ask them to send a reporter to witness the donation.

The donation is made with a small attendant ceremony, usually with officials of the association and officials of the charity in attendance.

## Press Co-Operates

Casola said he had found that newspapers were usually receptive and willing to listen if the operators had something to say. "That's the give us a break if we're just honest and willing to talk to them. Too many operators are afraid to talk to the press," he said. He said he had been told by one newspaper editor that "you fellow operators" don't realize that we (the newspapers) have nothing in our files but bad things about the coin machine industry. When something comes up, we have only the bad clips to refer to."

Casola said it was important that the coin machine industry furnish the press with some favorable information. "Even if they don't use it, it'll be placed in their morgues," Casola said. "Then when some news about the coin machines industry does come up, the newspapers will have positive information in the files."

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	EACH
16 MIDWAY REGULAR SHOOTING GALLERY, LITE BOX	\$235.00
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4 WILLIAMS WESTBAM	145.00
5 WILLIAMS SPACE AGE	175.00
12 GENCO 21ST BOWLER WITH BASE	175.00
7 GENCO HORSCOPE GRAPHICAL, LITE MODEL	245.00
5 JUNIOR DEPUTY SHERIFF	125.00
10 C. C. HOGG'S SUPPLIES	75.00
7 C. C. T. BOWLERS	245.00
10 T. T. KING BOWLER 21ST FOOT	\$45.00

	EACH
16 MEMORIALS	\$50.00
4 SUPER CIRCUS	50.00
3 GALLOPING DOMINOS	50.00
2 HIALEAN	75.00

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Send for Complete Lists of World's Largest Inventory

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## VIRGINIA OPS ADD PAIR TO BOARD OF DIRECTORS

RICHMOND, Va.—C. H. Hudson, Salem, Va., and Tony Colbert, Danville, Va., were elected to the board of directors of the Music Operators of Virginia at the John Marshall Hotel here Sunday (4). The pair was named when the board voted to increase membership to 192.

A committee to incorporate MOV was named, and discussions on diversified vending held. President Hy Lesnick and Secretary Bob Minor reported on 1962 activities.

After the meeting, the General Vending Sales Company held open house and showed the new Rock-Ola. Representing General were Mr. and Mrs. Herman Perin, Mr. and Mrs. George Goldman, Mr. and Mrs. Irvin Block and Herh Golembek.

## No Snow in Denver: Tough Sledding For Collections

By BOB LATIMER

DENVER — Mid-autumn saw collections drop sharply in the Denver area, primarily because of the lack of Indian summer which kept people outdoors weeks after normal winter snows would have driven them inside.

Play was down even in all fields, with amusement machines, normally showing less drop than phonographs, down an equivalent or even a more serious amount than phonographs.

Not surprisingly, distributors reported sales slow and were out leasing the bushes in Wyoming and rural areas, where play appeared to be much better.

Leading the collection parade through October were:

1. Mary Ann Regrets, "with Burl Ives,
2. "All Alone Am I," with Brenda Lee,
3. "Return To Sender," with Elvis Presley,
4. "Monster Mash," with Bobby Pickett,
5. "He Thinks I Still Care," with Connie Francis.

## Shift WOG Meeting Day

FORT CHESTER, N. Y.—The monthly meeting schedule of the Westchester Operators' Guild has been changed from the third Monday to the third Tuesday of the month. Meetings begin at 8 p.m. Announcement of meeting places will be made monthly.



ATTENDING THE RICHMOND SHOWING of the new Rock-Ola are left to right, Herb Golembek, Gilbert Bailey, Bob Minor, Chris Anthony, Lina Simmons, Mr. and Mrs. James Haney and Chris George.





Yellow Super-Section  
WITH BLACK STRIPES  
2 SCORES AS 3  
3 SCORES AS 4  
4 SCORES AS 5

# SILVER SAILS

Red Super-Section  
WITH WHITE STRIPES  
2 SCORES AS 3  
3 SCORES AS 4  
4 SCORES AS 5

2 IN BLUE SECTION SCORES 600

3 IN BLUE SECTION SCORES 600

3 IN BLUE SECTION SCORES 300

## GOLDEN GAME

600  
450  
300  
200  
96  
75

3 IN ANY  
GOLD SECTION  
(SOLID or STRIPED)  
scores as indicated

2 IN STRIPED  
GOLD SECTION  
scores as indicated



PRESS BUTTONS  
AFTER 5<sup>TH</sup> BALL  
SHOOTING

PRESS BUTTONS  
BEFORE 5<sup>TH</sup> BALL  
SHOOTING

★ ROLLOVER  
LIT

★ ROLLOVER  
LIT

PRESS BUTTONS  
BEFORE 4<sup>TH</sup> BALL  
SHOOTING

## MAGIC-SCREEN POSITIONS

PRESS ARROW-BUTTONS  
TO SHIFT MAGIC-SCREEN

GATE O-K  
PURPLE SECTION ORANGE SECTION

A B C D E F G

PRESS BUTTONS NOW

0 1 3

BLUE BUTTON  
FOR  
ADVANCING SCORES

GREEN BUTTON  
FOR  
FEATURES

RED BUTTON  
FOR COMBINATION  
SCORES AND FEATURES

75 16 4 75 20 6 96 24 8 96 50 16 200 96 32 300 144 64 450 240 120 600 480

75 16 4 75 20 6 96 24 8 96 50 16 200 96 32 300 144 64 450 240 120 600 480

75 16 4 75 20 6 96 24 8 96 50 16 200 96 32 300 144 64 450 240 120 600 480

EXTRA BALLS

1

EXTRA BALL

2

EXTRA BALL

3

EXTRA BALL

4

EXTRA BALL

5

BY POPULAR DEMAND *Bally* is back in production

of the greatest game in pinball history... all the money-making features of GOLDEN GATE with sparkling new backglass, playfield and cabinet styling, improved mechanism. See new SILVER SAILS at your distributor today. Bally Manufacturing Company, 2640 Belmont Avenue, Chicago, Illinois



## Rowe AC Names Royal Distributors To Handle Units in So. Ohio

CHICAGO—Royal Distributing Company with offices in Cincinnati and Columbus, Ohio, has been

named exclusive distributor in Southern Ohio for Rowe vending machines and coin-operated phonographs by Rowe AC Services.

Harold B. Hoffman, general manager, and Clint Shockey, general sales manager, head the firm which has been active in the coin machine business since 1946.

Clarence Anderson will head the vending sales division of Royal. Anderson has been active in the sales field for the past 20 years and has been with Royal for the past two years.

Anderson will be assisted by Charles Ackenhausen, service manager, who has been servicing vending machines for the past 15 years with Pioneer Vending, Inc. Richard

## THE RAIDS CAME 3,000 MILES APART

NEW YORK—Public servants are supposed to set public examples—but they're not doing so well for the coin machine industry. In Pennsylvania, State Police raided the Emaus Fire House and came up with three coin games of the non-skill variety. The devices were confiscated but no charges were filed. In London, the British prison commissioners curtailed the recreation of some of the turnkeys by banning slot machines from prison guard clubs.

Gilger and Paul Hott head the Columbus operation.

Royal occupies spacious 22,000-square-foot quarters in Cincinnati and will carry a full supply of Rowe parts and machines in its building there.

## Automatic Files Suit Against Mrs. Paster

MILWAUKEE—The Automatic Canteen Company of America has instituted a suit against the Paster Distributing Company, the Mayflower Distributing Company and 12 other firms operated by Mrs. Celia Paster.

Canteen claims that the firms bought \$260,000 worth of juke boxes and other equipment which was not paid for.

Mrs. Paster is the widow of Herman Paster, local coin machine distributor who was murdered two years ago. The case has not been solved.

Also named in the suit was Allen Milva, Mrs. Paster's brother.

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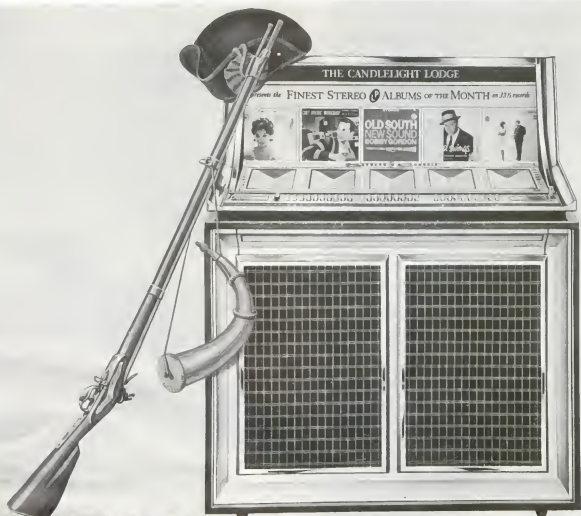
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